THE UNIVERSITY
OF ILLINOIS
LIBRARY

338.05
GR
v.61

Digitized by the Internet Archive
in 2018 with funding from
University of Illinois Urbana-Champaign Alternates

https://archive.org/details/modernmerchantgr61unse

GR

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, January 3, 1916. No. 1

This is almost the first day of another year. What will be your condition on the last day? As to health, wealth, business and prosperity, ninety-five per cent. of this depends on yourself solely and absolutely.

Getting Back at the Women Who Criticise Grocery Prices. A Clever Exposition of the Way Some Customers Buy.

Bill Taxing Mail Order Houses Introduced Again in Congress.

The Awards in the Pineapple Window Dressing Contest.

A Pregnant Article in the Legal Department on Taking Customers' Notes to Close Accounts.

SNOW BOY FREE

For a limited time and subject to withdrawal without advance notice, we offer

SNOW BOY WASHING POWDER 24s FAMILY SIZE

Through the jobber—to retail grocers

25 boxes @ $3.60—5 boxes FREE
10 boxes @ 3.60—2 boxes FREE
5 boxes @ 3.65—1 box FREE
2½ boxes @ 3.75—½ box FREE

F. O. B. Buffalo; Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice. Order from your jobber at once, or send your order to us giving name of jobber through whom order is to be filled.

Yours very truly,

BUFFALO, N. Y., January 2, 1915
Deal No 1500

LAUTZ BROS. & CO.

You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

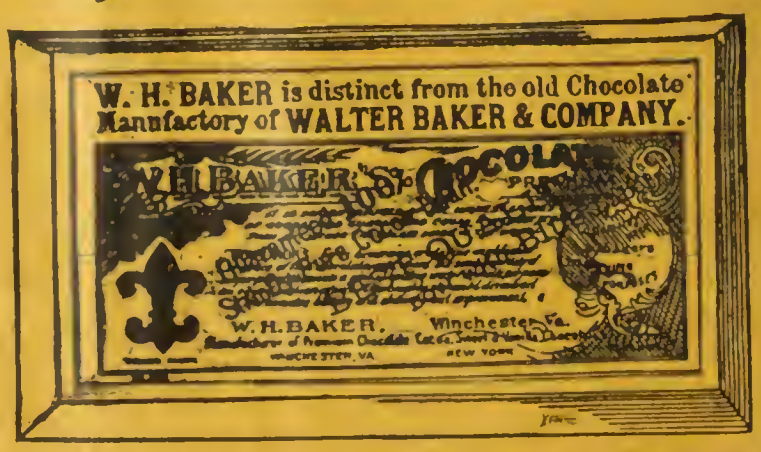
Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

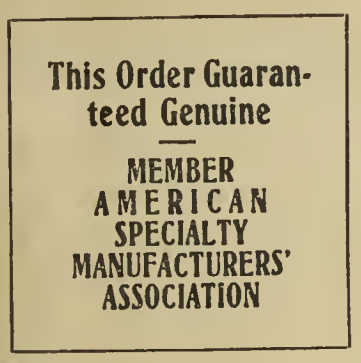
10 Chestnut Street, Philadelphia, Pa.

W. H. BAKER, WINCHESTER, VA.



Chocolate and Cocoa Preparations

UNITED STATES SERIAL No. 5257
Guaranteed Under the Food and Drugs Act, June 30, 1906



Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

This Experiment Would Convince You

If you want an object lesson as to the strength and standing of the above stamps, compare the way your jobber treats a specialty order with one of those stamps on it, with the way he treats one without a stamp on it.

He will usually be several times as prompt and willing to fill the stamped order, because he is protected in it; just as you are protected. The stamp means something to everybody in the transaction. To the manufacturer it means an added obligation to employ only reliable salesmen; to the salesman it means an added impulse to be fair and square in getting and filling the order; to the jobber it means a guarantee that the order is bona fide; to you it means the certainty that you are dealing with the right kind of people.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

An Idea for Coffee Advertising

¶ The grocer who specializes in ***Harisco Standardized Coffees,*** will not only hold his trade, but he has a strong and appealing talking point which he can advertise and get more trade.

¶ We are increasing our business talking and advertising uniform coffee, and so can he. *Everybody,* dealer and consumer, is interested in a plan of keeping coffees standard and uniform, so that the buyer can know that the grades he has settled down on, he can get again and again.

¶ ***Harisco Standardized Coffees*** include all grades, low as well as high-priced, but nothing so low that we cannot keep it absolutely uniform from one's year end to another.

¶ The only standard we have for coffee—and the only one you should have—is kup kwality.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

The merchant who sets himself against nationally advertised goods, sets himself against his customers, for his customers want nationally advertised goods. He sets himself also against his own interest, for it is far cheaper and more profitable for him to take advantage of the demand created by the manufacturer's advertising, than to try and fight that demand.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

338.05
G R
v. 61

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, January 3, 1916. No. 1.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
ROCERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
ell { Filbert 3286 / Filbert 3287 Keystone, Race 746
ivate Exchange.

All Checks and Drafts payable to the Gro-ry World Publication Co.

An independent journal published exclusively in the interests of modern merchants of all classes.

ELTON J. BUCKLEY,
Editor.

DAVID EZEKIEL,
Advertising Manager.

Subscription Rates, Including Postage, Payable in Advance:

PER YEAR	
United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
Single Copies	.10

Contents.

PAGE

etting Back at Women Who Criticise Grocery Prices 6

incapple Window Dressing Contest Ends with Over Two Hundred Prize Winners 6

he New York Letter 8

ederal Trade Commission Will Try to Stop Unfair Competition Without Prosecuting Offenders, 8

he Week's One-Time Ads. 8

ditorial 10
Can a Socialist Be a Good Business Man?
"Business Is Booming."
The Revival of an Old Question.

Worth Reading and Remembering.. 10

elling Talks with Clerks 11

PAGE

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Produet 12

Weekly Window Display Suggestions 12

Among the Trade 14

Individual Market Reports 16

The Grocery Markets 17

Bankruptcy in Cream of Wheat Profits 17

Correspondence 18

"The Stroller's" Column (Contributed) 20
Go To It Talk for Clerks.

Government's Anti-Trust Suit Against Washington Commission Merchants Ends in Fines.. 20

Legal Department 22
No. 344.—Something About Accepting Debtors' Notes in Settlement of Aecounts.

Bill Taxing Mail Order Houses Introduced in Congress Again... 22

Pennsylvania Organization Notes... 25

Science of Advertising 24

Subscribers' Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 7

American Specialty Manufacturers' Association 3

American Sugar Refining Co..... 19

PAGE

Anderson Computing Scale Co..... 15

Babbitt, B. T. 19

Baker & Co., Ltd., Walter 21

Baker, W. H. .....Cover 2

Borden's Condensed Milk Co. 21

Buckley, Elton J. 6

California Associated Raisin Co..... 27

Chase-O Manufacturing Co. 27

Corn Products Refining Co. 14

Crescent Manufacturing Co. 23

Davis & Davis 26

Dayton Moneyweight Scale Co. 27

Diamond Match Co., The 13

Duryee & Barwise 15

Fairbank Co., The N. K. 17

Fidelity and Casualty Co., The 15

Fleischmann's Yeast 27

Franklin Sugar Refining Co., The.. 23

Forbes, J. P. 27

Hamilton Corporation, The 9

Harris Co., Wm. B. 4

Heacock, H. F. 27

Heckin Can Co., The 15

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books 27

PAGE

International Harvester Co....Cover 4

Kirk, Foster & Co. 18

Knight Cooking Extract Co. 9

Lautz Bros. Co. .....Cover 2

Loose-Wiles Biscuit Co. 25

Manufacturers' Representatives (Association of) 3

Mapleine 23

Master Cutter Machine Co., The... 11

McCahan Sugar Ref. Co., The W. J., Cover 3

National Starch Co., The 14

Nationally Advertised Products.... 4

Nowland Co., A. C. .....Cover 4

Philadelphia Electric Co. 27

Piqua Bracket Co. 19

Pool, S. H. 15

Rumford Chemical Works 9

Sanitary Metal Basket Co. 27

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson 9

Star Egg Carrier and Tray Mfg. Co., 26

Troemner, Henry .....Cover 3

Wheatena Co., The 27

Where to Get Premium Goods 26

Wilbur & Sons, Inc., H. O. 7

Wrigley & Co., Wm. 16

386101

Getting Back at Women Who Criticise Grocery Prices

A Clever, Striking Exposition of the Reason Groeery Priees Are Higher Than They Ought to Be. Customers Who Expeet Many Aeeommodations at the Dealer's Expense.

One of the best expositions I ever saw of the reason grocery prices are higher than some people think they ought to be, was published in the "Daily Echo" of Halifax, N. S., a few days ago, from the pen of a Halifax retail grocer named Joseph Woods. A day or so before this one Ella M. Paint, president of the Halifax Household League, had had a letter printed in the same paper calling local retail grocery prices "disgraceful," and asking the following question:—

> Will you help to prevail upon the Board of Control to tell us why butter can be bought in Yarmouth in the retail stores at 20 and 22 cents per pound; in Halifax it sells from 34 cents up? Eggs from Yarmouth to Berwick bring 25 cents per dozen; in Halifax 60 cents per dozen.

After thinking over this for a day or so Mr. Woods produced the following:—

How do the president and members of the Household League buy their groceries? Let us see; Mrs. S. phones her grocer at, say, 9 A. M.

"Please send me half a pound of tea, three pounds of flour, one yeast cake, and send them at once, please, as I want to use the flour right away." * * * Grocer sends Mrs. S.'s order out in an hour or so, along with several other orders.

At 10 o'clock * * * Mrs. S. rings up again:—

"Hello, has my order left yet? Yes. Too bad; oh, my, send me as soon as you can one small tin of baking powder, please, also a half pound of cheese."

Driver gets back and is hustled off to Mrs. S. at once with second order, along with other orders which have come in, in the meantime.

12.30, telephone rings: "Hello, this is Mrs. S. speaking. I am sorry, but I forgot to order butter. Please send me a half pound. I would like to have it for lunch."

* * * Driver delivers butter in due course, for lunch.

2 P. M. Mrs. S. rings up: "Send me a head of lettuce and small bottle of salad dressing; any time will do."

5 P. M. Mrs. S. rings up again: "Send me two pounds of sugar with the other things." * * * (which, by the way, have left.) However, when the driver gets back, out he goes to Mrs. S with sugar.

Grocer made five trips to Mrs. S's where one would have done. * * * Mrs. S. phoned five times when once would have done. Who pays for this? Who should pay? Is the grocer at fault? The point is this:—

Mrs. S. should have phoned her order all at one time, and instead of ordering a half pound of tea, three pounds of flour, small tin of baking powder and two pounds of sugar, she should have ordered about as follows: two pounds tea, bag or half barrel of flour, large tin of baking powder, ten or fifteen pounds of sugar, and so on in like quantities, according to size of family. Then Mrs. S. would only telephone about three times per week instead of about thirty times per week.

Now to go further: Mrs. S.'s bill amounts to, say, $20 for month of June (and along with hers there are a few hundred more than $30 accounts), but how many of these accounts will be marked "Paid in Full" by July 15th or 31st, or even August 31st?

What a perfectly unanswerable argument this is! Every grocer knows that dozens of women buy in just this way. They expect all sorts of accommodations, of course at somebody else's expense. The grocer is right to charge a customer for everything he delivers, whether it is merchandise or accommodation. But it is quite likely that the customer will never willingly pay an adequate price for the accommodation and perhaps the Economy stores are right in declining to give these accommodations; in other words, in making the customer do without them and save the money that they cost.

Pineapple Window Dressing Contest Ends With Over Two Hundred Prize Winners.

Campaign to Exploit Hawaiian Pineapple Ends With One First Prize, Three Second Prizes, Twelve Third Prizes, Thirty Fourth Prizes, One Hundred and Fifty Fifth Prizes and Several Hundred Five Dollar Prizes. Several Pennsylvanians Among the Winners.

The window display contest which has been conducted by the association of Hawaiian Pineapple Packers during the past two months and which has recently come to a close, was one of the most successful on record. Late in the summer the association offered over a thousand prizes in sums ranging from $5 to $500 for the best displays of Hawaiian canned pineapple during the fall. The number of photographs of attractive and interesting displays received by the association was beyond expectations.

This contest was one of the notable features of a campaign intended to stimulate interest in Hawaiian canned pineapple, and judging by reports from the trade, it has greatly widened the market for this delicious canned fruit. Retailers are growing more enthusiastic every day over the possibilities of such a fruit, which can be suitably utilized in so many different menus.

Some of the lucky prize winners are listed below. This list omits the names of several hundred winners of $5 prizes, which was the smallest amount awarded in the contest.

FIRST PRIZE, $500.

Carl A. Semsch, care Doerflinger's, LaCrosse, Wis.

SECOND PRIZE, $200 EACH.

Sigmund C. Jung, care H. P. Jung, 4100 Shenandoah Ave., St. Louis, Mo.; T. H. Nott, E. 12th St., Salt Lake City, Utah; C. A. Rank, Waupun, Wis.

THIRD PRIZES, $50 EACH.

August J. Becker, Red Wing, Minn.; Calvin Smith & Sons, 57 E. Long Ave., Newcastle, Pa.; Charles & Co., 44 E 43d St., New York City; Fountain Grocery, King and Washington Sts., Portland, Ore.; C. C. Hiatt, Marion, Ind.; Fred. Gimbel, care C. Jevne & Co., Michigan Boulevard, Chicago, Ill.; P. C. Knowlton Co., Memphis, Tenn; H Rasmussen, care McLean & McMillan, 761 C St., Tacoma, Wash.; Schuette Bros., Manitowoc, Wis.; B. Spero & Sons, Milwaukee, Wis.; Squire Bros. 1401 S. Adams St., Peoria, Ill.; Geo. K. Stevenson & Co., 605 Wood St., Pittsburgh, Pa.

FOURTH PRIZES, $25 EACH.

Albert T. Balzar, 13th and Forest Ave., Des Moines, Iowa; Bosserman, Reinhart & Fickel, LaPorte, Ind.; Chas. B. Cleland, Des Moines, Iowa; Doan Bros., LaSalle, Ill.; W. E. Drislane Co., 38 N. Pearl St., Albany, N. Y.; Louis Dumont, Canton, Ohio; M. R. Goss, Osage City, Kan.; Wm. Green & Sons Grocery Co., 813 Kansas Ave., Topeka, Kan.; John C. Hexom & Son, Decorah, Iowa; Pallas Market, 1713 W. 43d St., Kansas City, Mo.; D. R. Johnson, care Herman Schmidt, 504 E. Broad St., Richmond, Va.; Mervin Levy, 341 Alexander St., New Orleans, La.; LeFevre's Grocery Co., 2848 Madison St., Chicago, Ill.; C. A. McHatton, care of Schmalz & Sons, Jacksonville, Ill.; McQuaid Market House Co., St. Paul, Minn.; W. H. Malloy, 25 Moore St., Central Falls, R. I.; A. F. Rayer, Kankakee, Ill.; E. A. Rommel, 113 E. Chicago St., Sturgis, Mich.; J. E. Sartor, care W. B. Everhart Mercantile Co., Fulton, Mo.; G. W. Schaffer Store, 1130 7th Ave., Altoona, Pa.; T. H. Shaver, Portage, Wis.; Sims Bros., 815 Hepburn St., Williamsport, Pa.; Standard Grocery Co., 313 E. 2d St., Muscatine, Iowa; Wm. Steinmeyer Co., Milwaukee, Wis.; Julius L. Straus, 10 E. Main St., Danville, Ill.; Swisher Grocery Co., West Unity, Ohio.; Weig's Quality Stores, 1423 Jefferson St., Buffalo, N. Y.; Wellman, Peck & Co., San Francisco, Cal.; Wide Awake Grocery, Danville, Ill.; Worcester Market, Worcester, Mass.

FIFTH PRIZES, $10 EACH.

Albany Cash Market, 116 North St., Pittsfield, Mass.; G. A. Alenius, 303 E. 7th Ave., Denver, Col.; C. Amend & Sons, 302 Walnut St., Des Moines, Iowa; A. W. Anderson, Olean, N. Y.; D. L. Anderson, grocer, San Francisco, Cal.; Wm. Anderson Grocery Co., Beaubien and Horton Sts., Detroit, Mich; Arnquist & Anderson, New Richmond, Wis.; Auditorium Grocery Co., Houston, Texas; O. E. Baad, 447 Main St., Coshocton, Ohio; Babbitt Bros. Merc. Co., Winslow, Ariz.; C. H. Bearteo, York, Pa.; Beckerich Bros College Ave. and 22d, Indianapolis, Ind. David W. Bennett, 820 Riverside Ave Spokane, Wash.; Theo. Beutler, Beutle Grocery Co., LaCrosse, Wis.: W. T Bigelow, Oak Park, Ill.; E. M. Billing ton, Battle Creek, Mich.; B. B. Boshar 1220 Broadway, Toledo, Ohio; W. C Boston, 2220 W. Jefferson St., Los An geles, Cal.; Cap. F. Bourland, 11th Grand and C Sts., Fort Smith, Ark C. H. Brooks, Pulaski, N. Y.; Buckle & Co., 1899 Union St., San Francisc Cal.; Burr Bros., Rockford, Ill.; B. M Childs, Pacific Grove, Cal.; E. R. Clar & Co., Coldwater, Mich.; Collins, Dietz A. Colchin, Garey, Okla.; Conklin Grocery Co., 280 S. First St., San Jos Cal.; P. M. Corrigan, 320 8th Ave Homestead, Pa.; Robert Cranston Co., Avoca, Pa.; Crone & Jackso Nashville, Tenn.; Delucchi Bros., 7 Wood St., Oakland, Cal.; John Ditte grocer, North Yakima, Wash.; J. V Duffy & Co., Washington C. H., Ohio Dunn Grocery Co., Corpus Chris Texas; E. W. Eckhardt, 108 W. Ma St., Belleville, Ill.; Ellison's Grocer Alma, Mich.; F. X. Erath & Son, 12t N. Senate Ave., Indianapolis, Ind Ettmiller Bros., 1100 Hollins St., Ba timore, Md.; Robert I. Evans, 15 Oneida St., Utica, N. Y.; Ewald Bro Arcola, Ill.; S. Falk, VanDyke a Brooklyn Ave., Oakland, Cal.; H. Fa zen, 471 Columbus Ave., New Yo City; Faust's Grocery Store, 5401 Ea ton Ave., St. Louis, Mo.; A. F. Fin 329 E. Walnut St., Springfield, Mo G. F. Finger, 103 S. Main St., Fond Lac, Wis.; R. L. Fleming, care W. V Nichols Grocery Co., 2707 College Av Berkeley, Cal.; Flyer Grocer Co., Da ville, Ind.; Phil. N. Foley, Danvil Ky.; Foltz Grocery and Baking C Cincinnati, Ohio; E. E. Fredeen, Be lingham, Wash.; French Grocery C cor. Vallejo and Van Ness Ave., S Francisco, Cal.; John Gates, Gates Gr cery Co., Salina, Kan.; Herman Giese, 1402 W. Market St., Bloomin ton, Ill.; Globe Tea Co., Ottumw Iowa; Goldberg Grocery Co., Dea wood, S. D.; Goldberg, Bowen & C 242 Sutter St., San Francisco, Ca Gerhard Goldt, 14th St. and 6th Av Newark, N. J.; A. Goosen, 422 E. 168 St., New York City; Great Weste Tea and Grocery Co., Danville, I Lewis Greenwood, 113 Marblehead S North Andover, Mass.; Frank B. Ha cor, 3d and William St., Dayton, Oh Hartford Market Co., 609 Main S Hartford, Conn.; J. R. Hartline, 4 and Walnut Sts., Chattanooga, Ten Harry H. Heim, East San Diego, Ca Chas. Hildebrand, 1102 Michigan Av Sheboygan, Wis.; Philip Hoerr, Bradl and University Sts., Peoria, Ill.; Juli Holm, 736 Washington St., Hoboke N. J.; Hungerford Grocery Co., Pu man, Wash.; W. A. Ijams, Roge Ark.; Inglewood Mercantile Co., Ing wood, Cal.; W. M. Jackson, 502 M St., Jonesboro, Ark.; W. A. Jamison Co., 600 W. Trade St., Charlotte, N. C Thomas Johns, Haight and Octavia S San Francisco, Cal.; Johnson Groc Co., Berkeley, Cal.; E. C. Johnson, 17 W. 43d St., Kansas City, Mo.; John & Hild, Grand Rapids, Wis.; Chas. Jones, 749 N. Grant St., Springfi Mo.; Julsrud Bros., Rushford, Min H. C. Kammeyer, 210 1st St., Hinsd Ill.; Geo. Kerr, care U. M. Trola 2206 N. Front St., Philadelphia, P H. R. Klocksven, LaPorte, Ind.; M Knupfer, 3951 17th St., San Francis

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World
Attorney and Counselor at La
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2668 2669 / Keystone Race 746

Cal.; J. J. Kramer & Son (three), Salem and North Aves., Dayton, Ohio; Kroger Grocer and Baking Co., Miamisburg, Ohio; Kroger Grocer and Baking Co., 3d and N. High St., Columbus, Ohio; Kurz Bros., 2621 Germantown Ave., Philadelphia, Pa.; Lafibbe & Juice, 1001 Clement St., San Francisco, Cal.; H. Landwehr, 940 Broadway, Toledo, Ohio; Leib, The Grocer, Marengo, Iowa; Leigh's, 1514 E. 53d St., Chicago, Ill.; A. J. Livingston, 344 Delaware Ave., Albany, N. Y.; Loree Grocery Co., Lake Charles, La.; H. A. McPherson, 505 Detroit St., Flint, Mich.; W. Maier, 51 Foxhall St., Ridgewood, L. I., N. Y.; A. N. Makinson, Point Marion, Pa.; Manhattan Public Market, 714 Gorham St., Lowell, Mass.; Manhattan Co-operative Market, Massachusetts Ave., Cambridge, Mass.; Clifford F. Martin, Woodbury, Conn.; Henry May & Co., Honolulu, Hawaii; L. D. McLean Co., 1158 Sutter St., San Francisco, Cal.; N. W. McBryde, 1208 W. Broadway, Glendale, Cal.; H. P. J. McDonald, 123 Elm Ave., Long Beach, Cal.; G. R. McMillan Co., 131 Woodward Ave., Detroit, Mich.; W. N. Michaels, Sycamore, Ohio; Robert Miller, 3254 Madison St., Chicago, Ill.; Modern Grocery and Market Co., 921 E. 11th Ave., Denver, Col.; John Moir, 2017 W. Superior St., Duluth, Minn.; Myers Grocery Co., 424 S. Courtland St., Kokomo, Ind.; Newton's Grocery, Toledo, Ill.; Nininger's Cash Grocery, 1902 Scarritt Ave., Kansas City, Mo.; Norris Cash Grocer, 2501 Hoover St., Los Angeles, Cal.; S. R. Norris, Sierra Madera, Los Angeles County, Cal.; L. A. Olmstead Co., Green Bay, Wis.; O. H. Otto, 1000 Railroad Ave., San Francisco, Cal.; Oxford County Co-operative Association, Rumford, Me.; Palmer Bros., Urbana, Ill.; John Paque, Warsaw Ave., Cincinnati, Ohio; C. P. Peterson Co., 304 12th St., Oakland, Cal.; S. S. Pomeroy, Harrisburg, Pa.; Pomeroy & Fackelman, 5th and University, San Diego, Cal.; Prince & Chandler Store, Somerville, Mass.; Register Grocery Co., Mineral Wells, Texas; Henry Reisenweber, 539 N. Chester St., Baltimore, Md.; W. S. Reisner, 5735 S. Figuerroa St., Los Angeles, Cal.; Risbens & Vander Lan, 1435 S. Ashland Ave., Chicago, Ill.; J. T. Robert, 9 Union St., North Adams, Mass.; Geo. W. Schilly, 401 Butternut St., Syracuse, N. Y.; P. F. Schneider, Waupakoneta, Ohio; Schramm Bros., 1224 Cortelyou Road, Brooklyn, N. Y.; Frank Simonet, 52d and National Ave., West Allis, Wis.; C. Francis Smith, 59 Main St., Westfield, N. Y.; E. O. Schneider, 1223 E. Main St., Columbus, Ohio; R. O. Sommer, care Peterman Bros., Merrill, Wis.; Steneck Bros., 3345 Broadway, New York City; Sterling Department Store, Sterling, Ill.; Richard Stochrer, 220 Micheltorena St., Los Angeles, Cal.; D. T. Springs & Sons, E. San Diego, Cal.; Sterling Grocery Co., St. Paul, Minn.; Edward Stippich, 2858 St. Vincent Ave., St. Louis, Mo.; Stout & Curran, 4642 Frankford Ave., Frankford, Philadelphia, Pa.; A. Sutherland, Inc., 911 Washington St., Oakland, Cal.; S. T. Sweetland, Salamanca, N. Y.; Wm. Swinehart, 141 E. High St., New Philadelphia, Ohio; Emmet C. Taylor, Livingston, Mont.; Joe Trabon, 1174 S. W. Blvd., Rosedale, Kan.; University Grocery, 2061 University Ave., Berkeley, Cal.; J. P. Van Dyke, care Augustine & Kyer, 2400 10th St., N., Seattle, Wash.; P. Walther & Son, 1403 Harrison St., Washington, D. C.; Wright Bros., Rantoul, Ill.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

For BAKING as well as DRINKING

The Big Selling Cocoa of Pennsylvania

WILBUR'S

Made in Philadelphia

leads all others in sales to consumers and profits to dealers. Because WILBUR'S is a FOOD as well as a BEVERAGE—it makes the most delicious Desserts, Cakes, Candies, Puddings, Sauces, etc. Our booklet, "Cook's Tours Through Wilburland," shows fifty-nine different ways to use WILBUR'S COCOA, each one so delicious that the woman who tries one will try them all.

When you get your customers using WILBUR'S for baking, candy making, etc., they will use it as a staple food just as they do sugar and flour. Then you'll sell the *big pound cans* of WILBUR'S with

THE BIG PROFIT

instead of the small quarter pounds of other cocoas at the small profit.

We will gladly supply you with recipe books and other helps to increase sales

H. O. WILBUR & SONS, INC.

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"WILBUR'S COCOA doesn't have to be grated or cooked. You can make a cake with it, icing and all, in less time than it takes to make the icing alone with chocolate."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Federal Trade Commission Will Try to Stop Unfair Competition Without Prosecuting Offenders

Chairman Tells of Cases in Which Simple Intimation to the Offenders Produced Results Without Legal Proceedings. What Unfair Competition Is.

In a recent address by Joseph E. Davies, chairman of the new Federal Trade Commission, he said some interesting things indicating what the Commission would probably consider "unfair competition" under the new Federal Trade Commission Act, which forbids unfair competition and then creates the Federal Trade Commission to say what unfair competition is.

From a copy of this address which has been sent to this paper, we take the following:—

The principal functions for which the Federal Trade Commission was created was undoubtedly to prevent practices of unfair competition in industry. The object was to destroy monopoly in the seed, and to protect the great majority of business units in industry, whose chief menace comes from practices of unfair competition which might be employed by not a more efficient, but by a more powerful rival. Complaints covering many varieties of unfair methods have been filed with the Commission, such as false advertising, bogus independents, price discrimination, bribery of employees, boycotts, misbranding of goods, rebates and the like. These complaints have come from all classes of industry, covering the fields of mining, agriculture, manufacture and distribution. Of these complaints and their disposition, the public has not heard much. This is so because of two conditions which the Federal Trade Commission has imposed upon its procedure, for the public interest. No information is given out, or is obtainable upon any application for a complaint which is made to the Federal Trade Commission until the case has been investigated and until it has been determined that a formal complaint is to be served by the Commission against the parties complained of. The reasons for this are, first, to protect those who in good faith make the complaint from reprisals by those against whom the charges are made; and, second, to protect legitimate business from the injury which the publication of malicious or improper applications or complaints might subject them to.

The other policy which has been adopted is that of advising the party complained against of the nature and character of the charges made before formal complaint is made and filed by the Commission, to the end that either the party complained of may establish the lack of public interest or be given an opportunity, if the situation is clear, to agree that neither as to the complainant nor as to the general public will there be a continuance of such illegal practice. These policies tend to obscure the amount of work done by the Commission, so far as the publicity of its work is concerned, but it has been felt that a larger service was being performed by the proper protection of legitimate interests of business and by the speedy accomplishment of the relief to the general public and to the parties complained of.

A corporation engaged in the business of selling typewriters circulated among dealers in many cities a letter falsely stating that a competitor had moved its factory from Chicago, and that the customers of such factory would be compelled to make new arrangements for obtaining typewriters, which need the advertising corporation was prepared to fill. A letter directed to the corporation complained of resulted in a retraction, and in the circulation of such retraction extensively and the applicant for a complaint thereupon requested the dismissal of the matter.

In still another case, a corporation engaged in the manufacture of an article, published advertisements in which were statements disparaging the goods of a competitor in an improper way. The practice was called to the attention of the Commission, with the result that it was immediately discontinued.

Recently complaint was made by one of the large so-called independents against an allowed price-discrimination practice indulged in by a larger competitive rival. Upon complaint being made by the Commission with the larger competitor, the assurance was voluntarily given that the practice would be discontinued, not only as to the party complaining, but also as a general practice, and as to all persons in the trade. Thus it happens that the relief which the Commission could give, to wit, the procurement of the stopping of the practice, is secured with immediate relief to those injured, instead of going through a long process of litigation and procedure that might involve months, or possibly years, for its final determination.

It is contemplated that by the publication of a ruling upon each case, as it is disposed of, that ultimately a body of cases will be built up which will operate as a code of what establishes fairness and unfairness in trade, to the benefit of industry in this situation where formal complaints do not come to trial.

The New York Letter

Norwegian Sardines Now Under Embargo. Horse Meat Scheme Not Expected to Affect Meat Market. Macy & Co. Fighting Stevens Bill. Various Items and Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York December 31, 1915.

The trade were greatly concerned to receive information during the week that sardines preserved in oil had been added to products, the exportation of which from Norway has been prohibited by the government. Practically all sardines produced and packed in Norway are packed in oil, so that this embargo, if persisted in, will mean the stopping of all supplies of Norway sardines. The news appeared to be authentic, having appeared in a cablegram from the American Consul-General at Christiana, Norway, to the State Department at Washington, under date of December 22d. None of the trade here apear to know very much about it, but they all agree that if authentic, it will eliminate what has become the chief source of supply of foreign sardines since the war.

* * *

The trade are not greatly interested in the plan to sell fresh horse meat in this city. The plan has been tried within a few miles of New York City—over in New Jersey—without affecting the meat market very much. As everybody knows, there is an enormous foreign population in this city, and it seems to be generally expected that a considerable demand for horse meat would appear as soon as it was put on sale under proper restrictions. That this would affect the market for beef and other meats, however, is unlikely, for the reason that the class of trade who would eat horse meat do not buy the good grades of other meats.

* * *

The National Housewives' League, an organization of women, who have been active in criticising grocers and their methods of doing business for the last year or two, is in a bitter quarrel ov here. An effort is being made to di band it and testimony has been tak during the week by the Deputy Atto ney-General. Many women testifi showing great bitterness and differen of opinion as to proper method to co duct the League. A large part of t attack was directed against Mrs. Juli Heath, president, who has attract criticism by indorsing food produc right and left.

* * *

Messrs. R. H. Macy & Co., local depar ment store people, are bitterly fightin the Stevens Bill. They issued a stat ment during the week that they had a dressed more than 1,300 letters of i quiry to large manufacturing concer in all parts of the United States a had received 1,250 replies, of which were in favor of the Stevens Bill a 1,031 were opposed. It will be remem bered that Macy & Co. have been t leaders in price cutting in this city, ha ing been in the law courts a number times, the latest time being in a su brought by the Victor Talking Machi Co. to stop Macy & Co. cutting t price of talking machines and record The department store won the su Among the manufacturers who a swered the Macy letter opposing the b was the California Fruit Growers' A sociation, of San Francisco, Cal.

* * *

B. Fischer & Co., of this city, ha just made the largest single purchase cleaned rice ever put through by o milling concern for the New York ma ket, consisting of 60,000 pocke Messrs. A. P. Topping & Co. were t brokers and the Standard Milling C of Houston, Texas, the sellers.

* * *

John E. Starr, ex-president of t American Society of Refrigerating E gineers and delegate of the Unit States Government to the first intern tional Congress of Refrigeration Paris, asserts, in a report to the Ch sea Association of Merchants and Ma ufacturers of this city, that the dev opment of cold storage and refriger tion facilities in this city, if continu

(Continued on page 13.)

The Week's One-Time Ads.

I suppose that every man in the grocery business is willing to admit that coffee is one of the hardest things to talk that there is. That's because there's such a mighty few things you can say about coffee. After you've talked about its flavor, that lets you out, and you can't talk about flavor in more than eleven different ways. I think that the advertising done for coffee by grocers is the limit—there's not a thing in it that hasn't been said before a thousand times and will be said again.

What's needed to make a hit with coffee is a talking point. I've got it. It's to put in the Master Coffee Cutter and Refiner and steel cut your coffee instead of grindi it. Coffee that is steel cut is a d ferent proposition from coff ground and all smashed up like t average coffee mill does it. Co them up side by side and see. you fellows who are in the mark for a coffee mill will put in t Master you will have a steel c talking point for your coffee for t rest of your life. Cut a pound wi the Master and grind a pound wi an ordinary mill. Put them side side in your window with the rig kind of signs on and get ready sell coffee. There's an ad. in th issue for the Master Coff machine. Don't forget to look it u

JIMMY MANDER.

1845

Doesn't This Date Tell You Something?

¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

1916
RESOLUTIONS

Sell more goods

Get new trade and hold it

Get ALL your customer's trade

Stock goods that "move"

Make more profit

HOW?

Use the "Sperry" Service

Give S. H. Green Stamps over your counter

Carry Hamilton Coupon goods in stock

Give your customers what they are looking for

Please your trade—they make your profits

Address Dept. "H" Service

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY

Are You in Doubt?

If in doubt what baking powder to tie to, to feature and to establish as your leader, decide on **Rumford.** Why? Because it satisfies more people than any other type of baking powder made.

Rumford powder is a real phosphate powder, ideal from every standpoint—from the health standpoint, from the leavening standpoint.

Something more you will not be displeased to hear—it probably pays a better profit than any other good baking powder on the market.

And there is no better, steadier seller anywhere.

Rumford Chemical Works
Providence, R. I.

WITH THE EDITOR

Several months ago the United States Department of Agriculture began to investigate the reason why retail prices of fruits and produce were so much higher than the best price that the producer could get. There was a lot of talk about the retailer's profit, led really by the Government agents. I predicted at the time that when the Government got into it, it would find that retail prices of fruits and produce had to be high because of the extreme perishability of the products, and because of the waste over which the retailer had but limited control. Obviously a retailer who buys a crate of cantaloupes, half of which spoil on his hands, must get his money out of the other half if he can. This is a plain economic necessity, and anybody who denies it is an ignorant ass.

A Changed Attitude Toward Retailers' Profits.

From a summary of the results of the Government's investigation, it seems that my prediction has been fulfilled. The report is too long to reproduce, but I pick out these occasional expressions, showing that the trend is no longer to blame high prices on the retailer alone:—

The present abundance of fresh vegetables and fruits brings with it the perennial necessity for their rapid, economical distribution and for encouraging a generous and steady consumption. The machinery for moving these food products is complex, and retail dealers are often accused of not following closely the wholesale market quotations; that in times of glutted markets they do not cut prices severely and aid in a rapid movement from producer to consumer. But the responsibility for slow and uneconomic movement into consumptive channels is difficult to trace.

* * *

The large class of food distributors known as the "middlemen" are often accused of levying, arbitrarily, a heavy tribute on all foodstuffs passing from the producer to the consumer. The attention of the public has been frequently directed to increased costs of products rather than service rendered.

The United States Department of Agriculture does not indict the "middlemen" as a class, although it points out some of their abuses in the trade. As a matter of fact, say the Department's specialists, when discussing the present marketing organization, economic laws would not permit the long-continued existence of a marketing agency which was solely a parasite.

* * *

Several important factors have contributed to the establishment of many middlemen as necessary agents in the present system of marketing. Production during the last decade has increased greatly, and improved methods and facilities for handling the increase have been introduced. Keeping pace with increased production has come the demand of consumers for more elaborate and efficient service. Seldom is the fact considered that service can become a very expensive luxury.

* * *

With the perishable nature of a large part of the fruits and vegetables marketed there must be some loss. This often totals higher than the farmer realizes. For instance, according to the Department's market specialists, the loss on such commodities as strawberries, peaches and grapes sometimes amounts to 30 or 40 per cent. before they reach the hands of the retail trade. Losses due to spoiling may be the result of the shippers sending overripe fruit or diseased fruit, or failing to give proper attention to packing, to loading or to bracing the packages in the car. Delay in transit, improper ventilation or refrigeration, or unnecessary rough handling of cars may contribute to rapid deterioration of the shipment on arrival.

Truly a most remarkable change in tune, but no greater one than I expected would occur, after the Government had found what it was really talking about. This is really a *defense* of the retail middleman and the prices he is often compelled to charge.

Is there anything about Socialism that prevents a man from earning a living at something else? I have never studied Socialism very deeply, but it certainly has never been my impression that it taught anything derogatory of honest labor.

Can't a Socialist Be a Good Business Man?

Yet I have known of several cases in which Socialism seemed to show itself to be so absorbing as to sap all of a man's ability and inclination to work at an ordinary means of livelihood.

The latest of these cases was brought to my attention only last week by the sight in the street of the man concerned. He is certainly less than fifty years old and has been for probably twenty years an ardent Socialist. By trade he is an expert coffee man and without doubt a good one. He has held some fine positions, and he has been in business for himself, but nothing lasted very long; he has been handicapped everywhere by the fact that the best of his mind was absorbed in Socialism. The coffee business was his living, but he wasn't keenly interested in it, and of course everybody knows what kind of work one does under those conditions.

This man is now out of the coffee business, and is pursuing Socialism exclusively. He was connected with a Socialist paper until it failed. Now, I understand, he is doing odd jobs for Socialism—making speeches once in a while, selling books—anything. As a business man it is not unfair to say that he has been a comparative failure. The coffee business, like other businesses, is a hard master and will not long endure divided loyalty. Of course, he has been a good Socialist, which is a worthy accomplishment as far as it goes.

Men are good Republicans and good Democrats, and at the same time are good business men. Is there any reason why it should be impossible for the Socialist to be a good business man?

Worth Reading and Remembering

No. 6.

The best advertising is "mouth to mouth." Treat your customers so that they will tell their friends about you and advise them to deal with you.

If you advertise bargains, emphasize price. If you advertise regular goods at regular prices, talk quality.

Always emphasize service, mentioning careful attention customers get from your employees, prompt delivery of goods purchased, freedom from mistakes, etc.

Be specific. Tell why your goods are good. Truth and simplicity will attract people quicker than so-called originality.

A firm of valued subscribe Pennegar Bros., of Hyattsvi Md., send in newspaper adv tisement, acr which they ha pasted a typewritten slip: "Do Y Remember the Editorial in Grocery World?" The adverti ment is headed "No Advance Price" and it was published Au ust 26, 1914. Its text is as follo

The Revival of an Old Question.

NO ADVANCE IN PRICE.

We have a stock of importe Olive Oil which has been sellin regularly at a fair and satisfactor profit.

Now comes the war, with its new that there will be no more Olive O until the war is over.

Naturally there is an increase demand for the oil already in t country, but is there any excuse fo advancing the price?

We say there is not.

"We can't replace it at the price" What of it?

When our stock is gone we mu replenish at a higher price, then w can advance our own prices with perfectly good reason.

The editorial, which appea about the same time, took the s attitude that the advertisem takes: that it is not fair to cha an advance merely because buyer's necessities force him to it. All over the country, in early days of the war when tr was excited, were men who their goods bought, and were selling them at a fair profit, who instantly advanced them 2 50—even one hundred per cen why? Because they were wo any more than when first pric Not at all; they did it merely cause the uncertainties and anxie of buyers made them more read stand the pinch. Is that a good r son? From the trader's standpo it is, say the traders. I don't lieve it, and Pennegar Broth don't believe it, and thousands other merchants don't believe it.

The National Cash Register deserves a great deal of credit its recent ad tising campa which certa could not h brought it, in sales, any adeq return. It was the advertisem "Business is Booming," which

"Business is Booming."

peared in every leading trade paper in the country as well as in all the principal magazines. Probably the insertion of that single advertisement cost the company $50,000. It was an advertisement for National Cash Registers, but primarily was a loud and influential call to the business world, which is still a little uncertain, that prosperity had at last arrived.

The National Cash Register Co. is particularly in a position to know whether we are prosperous or not, for the average merchant will make the old cash drawer do just as long as times are hard. Only when he has confidence in the future will he buy a cash register.

That business is booming can no longer be doubted. There is more money in Pennsylvania to-day than there has been before in twenty-five years.

Enclosed please find my check for $3 for subscription to your valuable paper for another year. I find the paper very valuable and interesting and reliable. Wishing you success.—S. E. Stambaugh, Manager Grocery Department G. M. McKelvey Co., Youngstown, Ohio.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

About Pineapple.—A No. 2½ can sliced Hawaiian pineapple can be sold for 15 cents. Many of you no doubt are handling it and pushing it because it makes a fine leader and has proven a dandy seller.

The difference in this grade of fruit and that of the Extra Standard is that some of the slices are broken. The syrup is not heavy and occasionally you will find a hard or pithy slice.

* * *

The mistake that you are likely to make in your eagerness to show big sales is in putting it in the Extra Standard class and recommending it to the better trade who do not appreciate the 10 cents a can difference. Understand, the Hawaiian people have done a good thing in putting this package on the market, and it is up to us to give them our support by pushing it in a judicious way. But—let it be a *judicious way.*

* * *

It's the Same with Coffee.—You can sell a good, drinkable coffee for 20 cents and you don't have to put an ounce of Rio in it. But even at that a 20-cent article isn't going to build up a permanent coffee trade.

To be able to discriminate—to be able to size up your customer's coffee taste and tea taste and pineapple taste is the first study of real salesmanship. People are constantly driven away from stores because salesmen haven't the nerve to talk high-grade goods. Don't get the impression that a low price is always the drawing card. Don't run away with the idea that people don't know values. The public is just as well posted as you and remember that the dining room table is the final test.

* * *

To be sure, cheap coffee can be made delicious, but it takes an artist to do the trick.

We were invited to have supper recently at a big camp where we supplied the coffee, being the successful bidder. "Is it possible," we exclaimed, and the man of color in a spotless white uniform, answered, "Yaas, sir, that's your goods."

That same coffee if sent to the average home would have tasted simply vile when served.

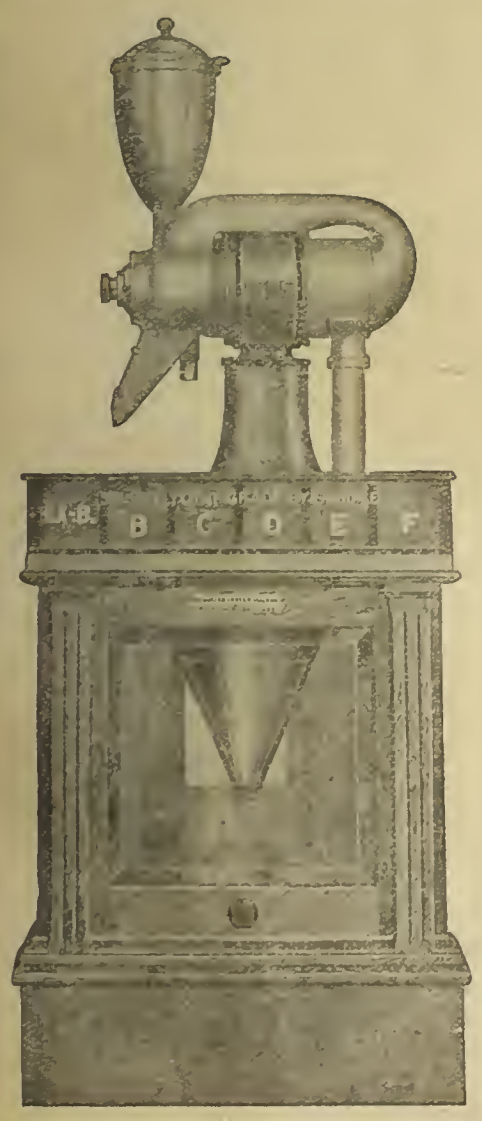
* * *

Know your customers, boys, get their ideas of price and let them do a lot of talking about what they think coffee should taste like. Then you have a road to travel on.

Take a cue from some of the clever drummers who come into your store for the first time. Watch how they feel out the boss, say, on a line of rice samples. These men catch every word he says, every comment he makes, until his true ideas about the quality of rice a store should sell have been caught, and then their line of talk is made easy.

Says Premium Coupons in Cartons Are Legal.

The Nebraska Supreme Court, on appeal of a Lincoln grocer, holds the use of premium coupons in food packages are legal. The decision sets aside a former judgment. The court makes a distinction between a premium coupon and a prize package or gift placed in a food package. A coupon, it says, does not affect the wholesomeness of food and is practically unappreciable in weight. On the other hand, toy gifts affect the weight and can not be inspected. A United States Supreme Court ruling on an appeal from Nebraska recently decided prize packages in food products were illegal under the Nebraska law.



Announcing a New Philadelphia Office for a Wonder Machine

¶ We've just opened a new Philadelphia office for the sale of the most remarkable coffee machine made—the **Master Cutter and Refiner.** It's just as different from ordinary coffee grinders as it looks.

¶ The great point about the **Master** is that it doesn't crush and grind coffee at all—it steel cuts it into particles of uniform size. You have your own "steel cut" coffee, and anything that can be claimed for any manufacturer's steel cut coffee, can be claimed for yours. Pulverizes coffee also. The machine comes in all sizes for all needs.

¶ But not only does it steel cut the coffee, but it removes the chaff. There's another talking point. Do you realize that if you have a **Master Cutter and Refiner** you can offer a grade and style of coffee that nobody in your town can match unless he has a machine too? And as for the coffee route peddler, you can leave him so far behind that you'll soon forget there was such a person,

¶ Send for a better description of this machine.

THE MASTER CUTTER MACHINE CO.

CINCINNATI, OHIO

Philadelphia Office, No. 42 North Seventh Street, in charge of Harry Bing

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—Ed.]

No. 10.—By John A. Lake, Retail Grocer, and First Vice-President of the Michigan State Retail Grocers' and General Merchants' Associations.

NOTE.

Mr. Lake testified before the Committee on Interstate and Foreign Commerce of the House of Representatives in favor of the Stevens bill. His testimony became really an argument between himself and the various members of the committee as to whether the retail prices of food products should ever be fixed by the manufacturer. The argument was so intensely interesting and so closely touches the business of the readers hereof that we have obtained a stenographic report and here present it. It is not only intensely interesting, but gives a vivid glimpse of the feeling of the members of the Congressional Committee on the subject of price regulation.—Ed.

(Continued from last week.)

Mr. Lake. I believe that no article should be placed to the public except under governmental regulations and the Government or some department of the Government being satisfied that the consumer is getting value received for his money.

Mr. Sims. I want to ask you for my own information—of course I know what trade-mark means—but what does "special brand" mean? What particularly does it apply to? That is not registered, I suppose, is not a trade-mark? What does that language intend to cover?

Mr. Lake. I am somewhat dumfounded on that portion of the bill as to exactly what it means.

Mr. Sims. I know what patent means and what trade-mark means, but what is the meaning of "special brand"?

Mr. Lake. That special brand would have to be registered with the Government, the same as the other, as a special brand.

Mr. Sims. Do we have any such law now, requiring special brands to be registered?

Mr. Lake. Something like the Chase & Sanborn coffee, something one dealer put out would be a special brand.

The Chairman. But if they have not secured a trade mark, it would not be interfering with anybody's use?

Mr. Lake. It would be a special brand, however.

Mr. Barkley. A special brand would be any article a manufacturer put out with a special name on it, would it not? He may manufacture many kinds of articles and each one have a special name, if it is sold under that special name it might not be a trade mark?

Mr. Lake. Yes; it might not be a trade mark.

Mr. Barkley. Take shirts or shoes or watches, it might be a special brand by reason of having a special name on it, and all the articles of a certain character, made of a certain thing, might have that special brand, yet it may not be a trade-mark?

Mr. Lake. That is true.

Mr. Green. Perhaps Mr. Westefeld could define the term "special brand."

Mr. Lake. I shall be glad to yield to Mr. Westefeld.

Mr. Willis. How will this bill apply, if at all, in cases of auction sales or sales to merchandise brokers? The other witness, Mr. Westerfeld, spoke about bankrupt sales. Does this section include such sales as I have indicated?

Mr. Lake. Provided that the goods are damaged, or anything like that; but if not, I do not see why a man should have the right to auction them. We all know one thing, that a man conducts an auction sale not to give value received to the public, but conducts it for the privilege of getting all he possibly can out of it, and in an auction sale there is no competition. We have some stores where they sell oriental rugs and so forth, in our town, where they depend entirely upon auction sales for their profits.

Mr. O'Shaunessy. What is your business?

Mr. Lake. Retail grocer and meat dealer.

Mr. O'Shaunessy. This legislation is directed principally against proprietary articles. That is the trouble with the retail grocer, largely, is it not, that he has trouble with these proprietary articles in the market, the market for which is made by the manufacturer through advertising?

Mr. Lake. Very largely; yes, sir.

Mr. O'Shaunessy. And those articles are used, as you say, as bait by which in the last analysis the people are defrauded?

Mr. Lake. Yes, sir.

Mr. Talcott. But the manufacturers of proprietary articles themselves want this kind of legislation, do they not?

Mr. Lake. Our best ones do; yes, sir.

Mr. Talcott. There are cases in the courts where manufacturers of proprietary articles have been prosecuted for making contracts which bring about just these results?

Mr. Lake. There have been cases; yes, sir. The manufacturers who produce our best articles, the very best ones we hand out from our store, the ones which have got the greatest value to the community, these are the men who want this law.

Mr. Talcott. Do they not all want it?

Mr. Lake. I could not say as to that. I know that the majority of our best ones do.

Mr. Barkley. Here is something which bothers me. I do not know much about proprietary articles. Here, however, is a cigar. Two men are engaged in the cigar business, one on one side of the street and one on the other. One pays $100 rent and and pays his clerk $75 a month. The other one pays $50 rent and pays his clerk $60 a month. Now, they both want to sell the El Verso or the Portuando cigar, or some other brand; take that as an example. Each one of them buys from the same manufacturer and pays 6 cents apiece for the cigars. If the man who pays only $50 a month rent and $60 for his clerk can afford to sell that cigar at 8 cents or 9 cents or three for a quarter, and the other man cannot afford to sell them except at 10 cents straight, whose business is that, if the man who pays the less amount of rent and the less salary and expenses, if he cuts the price in behalf of the public?

Mr. Lake. I will answer that by saying that the man who pays $75 rent has the superior location where he can turn out more goods from that location, or he could not pay that much more.

Mr. Barkley. His profit comes in the volume of the business he does?

Mr. Lake. His profit comes in the volume of his business, yes, sir; and he has a superior location or he would not be paying the higher rental.

Mr. Barkley. But that will not prevent the other man selling at the less price if he can make a profit out of it and make a living, and the public would be benefited by the lower price?

Mr. Lake. The policy you are speaking of is a policy where I do not see that the public would be benefited, because in the first place the man in the superior location and with the superior salesman and under better sanitary conditions, such as he would naturally have, would appeal to the public as giving a better value, in my judgment. than the man who was willing to take a poor location and have his goods handled in a poor manner by a poor salesman.

Mr. Barkley. In other words, you think the public would prefer to pay 10 cents in the better store than to go across the street and get the same thing at a smaller price, although the store might be more humble?

Mr. Lake. I know I would, speaking for myself.

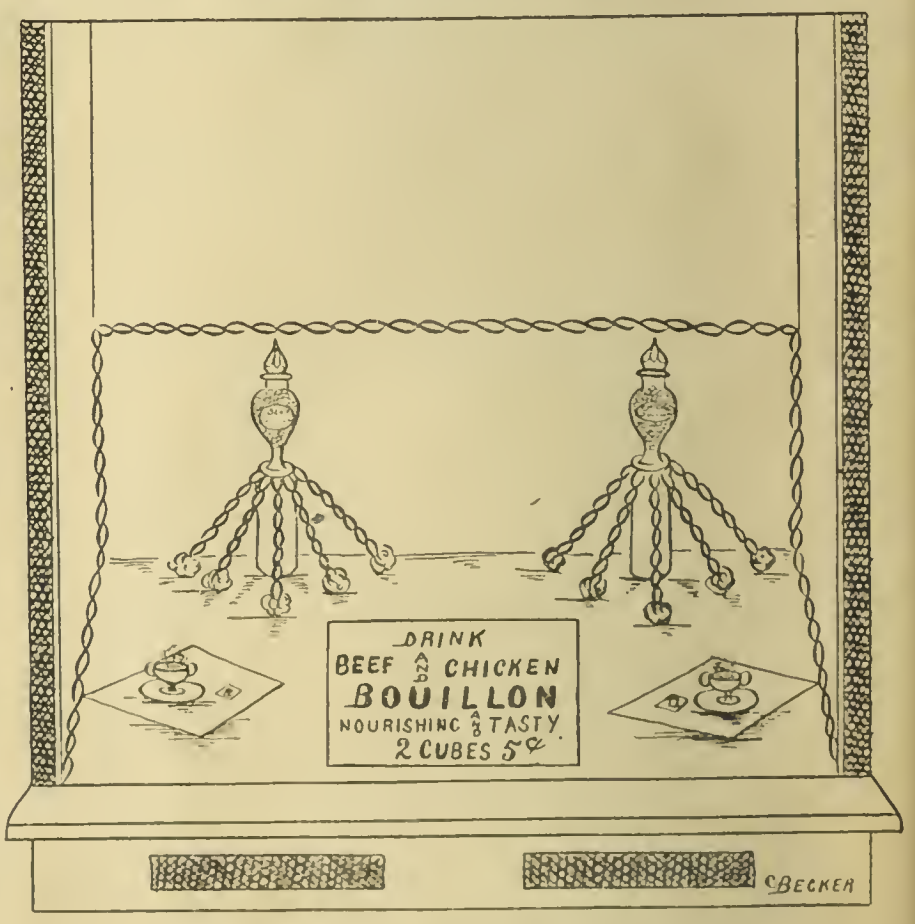
Mr. Barkley. That would be a matter wholly within your discretion?

Mr. Lake. And I believe the majority of the public would.

Mr. Willis. The chairman suggested a little while ago that under the law as it now is the manufacturer had the right to control his price by retaining title. To what extent is that done, if at all, in the line of business in which you are engaged?

Mr. Lake. Very little. So little that I do not believe I could mention a single article in our stock where we are limited at the present time. I will say that I believe the United States Government, from time to time, has taken part in just such transactions and has been a party to a transaction of that kind with a fixed price, and I offer here, a

Weekly Window Display Suggestions



Bouillon Suggestion.

This display should be a welcome cold weather display. Cover the floor with green paper, and also two tomato cans, which are to be used as pedestals for the jars of bouillon cubes. Fasten together five strips of white paper and hold them in place on top of each can with the glass jar of cubes. Tack the other ends to the floor in a semi-circle, a rosette at each end. On white napkins have an uncovered bouillon cube lying on its tinfoil wrapper, and beside this a bouillon cup. Cut a round piece of isinglass to fit the cup a half inch from the top. Take a bit of clean absorbent cotton and fluff it out to resemble steam and then lay it on the isinglass in the cup. The sign and the strip at the back of the window completes the display

an illustration of that, a book that was published on the Pan-American Union, and an advertisement sent out by the Pan-American Union, of which our Government is a part, and it says this:

> This new edition, which will be ready for distribution in 10 days, will be limited in number. Orders for it therefore should be sent without delay, addressed to general headquarters in Washington. Copies over 10 in number will be delivered wholesale to book dealers anywhere in the United States or Canada, express or mail prepaid, at 50 cents per copy, with the understanding that the retail price shall not be less nor more than $1 per copy.

Mr. Willis. Of course you understand that the Pan-American Union is not an agency of the United States Government?

Mr. Lake. We take an active part in it; we recognize its policy.

Mr. Willis. We contribute to its work.

The Chairman. If necessary, we will expressly repudiate that.

Mr. Decker. If this proposition is a good thing for some articles, it would be good, then, for all articles, probably, would it not?

Mr. Lake. I do not agree with you sir.

Mr. Decker. Why not for all articles?

Mr. Lake. For a good many reasons. Any article that fluctuates a good deal in value, such as sugar, flour, corn meal, bulk oatmeal and goods like that, that we handle in bulk; dried fruit and stock like that. We have to follow a fluctuating price that could not come under a law of this kind.

Mr. Decker. Let us follow that up. Can you tell me about any manufactured article the cost of the materials of which do not fluctuate? What do they make soap out of, for instance?

Mr. Lake. I do not know, but it contains tallow.

Mr. Decker. Ivory soap?

Mr. Lake. Ivory soap. I will say here that my firm sells their tallow product to Procter & Gamble's Soap Co., and it is supposed that tallow largely goes into it, but the actual ingredients I am sure I do not know.

Mr. Decker. But it has tallow in it?

Mr. Lake. Yes, sir.

Mr. Decker. And tallow comes from beef?

The Chairman. If that Ivory soap is not made out of ivory, it is a misleading name.

Mr. Decker. Anyway, the materials in Ivory soap fluctuate in price, do they not? The values of the materials fluctuate in price?

Mr. Lake. I do not believe they fluctuate in the course of 10 years to the extent of 2 mills on a cake of soap.

Mr. Decker. Then it is not the economic principle that the prices of things to the consumer should not fluctuate if the cost of that thing does not fluctuate to the manufacturer?

Mr. Lake. If it does not fluctuate enough to change his market value, the principle which you name is right.

(To be continued.)

THE NEW YORK LETTER

(Continued from page 8.)

at the present rate, is likely to bring about depression of the industry due to over-expansion. He points out that an enormous increase in the quantities of foodstuffs awaiting shipment at this port, for which the shortage of vessels is responsible, has necessitated larger cold storage capacity. The deficiency, he says, has been supplied in part by the use of space in refrigerating cars.

* * *

The Greater New York Auxiliary of the American Specialty Manufacturers'

In Pennsylvania Alone

over 30,000 matches are used every minute; they're the biggest small thing you sell. But there's one that's bigger than all the rest—bigger in service to your customers and in satisfaction to you; the *one* match that's safest for you to handle, safest for you to sell, safest for people to use. It is **the**

SAFE HOME MATCH

Inspected and Labeled by the Underwriters' Laboratories, Inc.

¶ The only match ever awarded a Grand Prize and Medal for practical demonstrated safety; the only match that is advertised extensively to Pennsylvania homes.

¶ The way to get home trade and *keep it at home* is to give your customers

THE VERY BEST

value for their money. The best match in the world, in every respect, is the Safe Home Match, because

The sticks are long and strong, the heads don't fly off, they never light till you want them to, they burn evenly, are NON-POISONOUS and every one a REAL match; light it anywhere. Packed in big, safe boxes to

Retail at 5 Cents

MADE ONLY BY

THE DIAMOND MATCH COMPANY - - NEW YORK

SAY TO CUSTOMERS

"SAFE HOME MATCHES are the cheapest to buy because every one is a *real* match.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Corn Products Cook Book Helps You Sell Kingsford's Corn Starch

Above is a drawing of the center pages of the CORN PRODUCTS COOK BOOK in which we print dozens of recipes for the use of KINGSFORD'S CORN STARCH, with the actual dishes handsomely illustrated in colors. We distributed millions of these books during the last year to housewives throughout the country.

Your customers would buy more KINGSFORD'S CORN STARCH if you kept it on display at all times, because most of them have the Corn Products Cook Book. KINGSFORD'S CORN STARCH has been the standard for over sixty years; it is famous for its delicacy and absolute purity. It SELLS better than any substitute or imitation because it *is* better. The sale of KINGSFORD'S is not only well established, but it is rapidly increasing.

Write Us for FREE Store Helps That Will Increase Sales

We'll gladly send you, FREE, cut outs, window trims, hangers, cards, etc., so that customers who have seen our advertising will be reminded of KINGSFORD'S when in your store; this will increase your sales and bring you many dollars of added profits.

The National Starch Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"KINGSFORD'S CORN STARCH will enable you to add many dainty and nutritious dishes to your menu. Let me put a package in your order to-day."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Association is to tender a banquet to the wholesale grocers of New York and their specialty buyers at Hotel Majestic on Thursday evening, January 27th. About 200 invitations have been sent out. The Committee of Arrangements comprises: R. G. Gilfillan, Genesee Pure Food Co.; B. F. Amos, John Wildi Milk Co.; J. P. Davenport, Libby, McNeil & Libby; A. R. Rodway, A. R. Rodway & Co.; J. G. Wood, Dunham Manufacturing Co.; F. H. Higby, Welch Grape Juice Co.; W. C. Freeman, P. Duff & Sons; G. G. Guernsey, Wheatena Co.; O. C. J. Scharff, Fould Milling Co.; R. W. Floyd, honorary member, and Frank J. Minkel (chairman), Joseph Campbell Co.

Summarized Market Conditions.

Tea in slightly better inquiry. Market somewhat firmer on account of the sinking of the steamer "Yeddo" which had a large cargo for this country. Prices unchanged for the week.—Coffee still dull and heavy, although options had a slight advance during the week, which, however, they subsequently lost. Prices are about steady on last week's basis. Milds dull and unchanged.—Sugar about unchanged. Refiners 5.95 cents for granulated except Federal, which has cut to 5.85 cents. Raws quoted around 4.64 cents for Cubas.—Canned tomatoes still firm and higher, but demand light. Price unchanged on last week's basis. First future 1916 tomatoes were offered this week and some were sold at 80 cents in a large way, f. o. b. factory for No. 3s and 60 cents for No. 2s. Other canned goods unchanged for the week, including peas, corn and salmon. Prunes dull and spot undertone rather soft. Apricots very strong; peaches steady; currants irregular and scarce. Wheat declines, but later recovers and is still in speculative position. Flour very quiet. Price about unchanged for the week.

AMONG THE TRADE.

Beginning with the new year the firm of J. H. Huston Co., sugar brokers, will be styled J. H. Huston Co., Inc., with Truman L. Palmer president and Edward Liebe, secretary and treasurer.

Illness having compelled Ira Fallin, well known broker, to retire, a number of his former principals are now represented by Williams, Root, as follows: J. M. Paver Co., of Chicago, Ill., canned goods; P. E. Harris Co., of Seattle, Wash., large handlers of salmon, packed by the Hawk Fish Co. of Alaska; the California Canneries Co., of San Francisco, Cal., and New York, and Thos. F. Meyers Co., of Baltimore, Md., canned goods; Haven & Co., of San Jose, Cal., and Eugene O'Neill, of San Francisco Co., dried fruits.

The Grocery Markets

Tea.

The tea market shows no change for the week and comparatively small demand. The trade were interested in the information that the steamer "Yeddo," carrying a large cargo of tea for Boston and New York, has been sunk. This has not affected prices as yet, but has had a stimulating influence. The consumptive demand for tea is fair.

Coffee.

The coffee market has shown no change for the week, although the speculative market advanced slightly Tuesday. Coffee, however, has ruled rather heavy and the undertone, particulary in Santos grades, is still heavy. Mild coffees are also dull and heavy, with the future rather weak. Java and Mocha unchanged.

Sugar.

The sugar market remains about unchanged on last week's basis. All refiners have been, and still are, asking 5.95 cents for granuated, except the Federal, who as the week closed, dropped to 5.85 cents. Raws are somewhat weaker. The average quotation for Cuban sugar is 4.64 cents. The market is not showing any particular firmness at the present time. The consumptive demand is moderate.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is in seasonable demand at unchanged prices. Sugar syrups are all very high and in light demand, except for manufacturing. Molasses continues to rule several cents above normal, owing to demand.

Fish.

The fish market has ruled quiet during the week. Mackerel continues in light supply and steady to firm in price. Eastern Scotch cured herring are in demand and steady to firm in price. Cod, hake and haddock are about in normal demand, at unchanged prices. Salmon shows no change and fair demand for the season. Domestic sardines are firm, with an advance pending, and in light demand. Imported sardines continue scarce and firm.

Canned Goods.

There is practically no change in the tomato situation for the past week. The market is fully maintained, with every indication of a steady advance. Corn is strong, but with no advance. Peas are in good demand at unchanged prices. Baltimore canned goods are without particular feature, although many packers have advanced their prices on string beans and spinach. California canned fruits have sold very well and there is quite a little inquiry for supplies to come forward, but prices have not materially advanced on any lines. Salmon is stronger in first hands, owing to a very good export demand. The spot market is unchanged.

Dried Fruits.

Peaches, while not active, are firmly held at the advance of several weeks ago. Apricots are in very light supply and are selling at full prices. Prunes are slightly easier on spot, as the supply is slightly in excess of demand. The market on the coast has receded about a ¼ cent a pound. The California Associated Raisin Co. have guaranteed their price until July, 1916, which would indicate a possibility of an advance on spot stock before very long.

Butter.

There has been an active demand for all grades of butter. The market is firm at 1 cent decline from a week ago. Strictly fancy butter continues to be very scarce. Medium grades are in ample supply. The consumption of butter has been in very good and we do not look for any change in the present conditions in the immediate future.

Eggs.

There is a good consumptive demand for all grades of eggs. Fresh eggs are cleaning up on arrival. The market to-

Heekin's Heavy Duty Steel Coffee Drums

stand alone in the field of retainers for coffee and all other grocery products.

This drum is made of polished steel of first quality and finished in colors and stenciled if you desire. It measures 15½ in. x 20⅞ in., and has a capacity of fifty pounds net.

Furthermore, it has a large "second value," as it can be used repeatedly or can be sold.

It retains the aroma of the coffee and is both moisture proof and sanitary.

Send for sample.

THE HEEKIN CAN CO.

New St. and Sixth Ave.

Cincinnati, Ohio

We Are Nothing Like It

¶ Don't look on us as a cheap bargain house, selling any old coffee by a scheme.

¶ We specialize in high-grade coffees and we have no "scheme," except the fundamental fact that the smaller a man's expenses, the less he can afford to sell for.

¶ We sell by mail, thus cutting out salesmen's salaries, and of course we can and do sell cheaper than concerns using salesmen. Send in a sample of ***Tea*** or ***Coffee*** and see if we're truthful.

DURYEE & BARWISE

Roasters and Packers Teas and Coffees

533 Greenwich St., NEW YORK

ESTABLISHED 1897

The Fidelity and Casualty Company

OF NEW YORK

Assets, $11,764,957.75 — Surplus, $3,635,390.47

WORKMEN'S COMPENSATION INSURANCE

REPRESENTATIVE IN EVERY TOWN

S. H. POOL, Resident Manager

330 WALNUT STREET :: PHILADELPHIA, PA.

You Should See This Slicer Figure Up the Price

¶ You can get the **Climax Computing Sanitary Slicer**—the meat slicer that weighs and computes—mounted on the pedestal shown in this cut, or without the pedestal. Also with or without the scale.

¶ The **Climax** is the only slicer that computes. It is one of the most remarkable machines on the market—the very sight of it working is an advertisement for any grocer's enterprise. Write

ANDERSON COMPUTING SCALE CO.

ANDERSON, INDIANA

ONE of the heaviest advertising campaigns in the world has put "Wrigleys" into the mouths of millions of citizens of the United States—it has joined every retail merchant in the United States to our organization as a partner—it has proven him to be an important half of the partnership. We have endeavored to make this partnership—what every partnership must be to succeed—pleasant and profitable to both sides. We believe we have succeeded.

We have joined the **PENNSYLVANIA PLAN** because it is a movement on the part of the retail merchant who is already our partner; because we appreciate the important factor which his good will and co-operation have been in our success—because we consider it a privilege to reciprocate and be a partner in **his** organization.

Our ability and resources are at the service of Pennsylvania merchants and are constantly directed toward securing bigger business and greater profits for us both.

Display **Wrigley's,** and connect your cash receipts with our advertising.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.

CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is the gum with the flavor that *lasts.* The biggest nickel's worth you can buy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

day is 1 cent lower than a week ago. There is some increase in the receipts. The quality is running good. We look for an increase in receipts as the season advances, which will no doubt be followed by a slight decline. We are, however, going into a season when the weather is very uncertain and prices are likely to fluctuate.

Cheese.

The consumptive demand for cheese is light, which is characteristic of this season of the year. The stocks are about normal and the price ranging about the same as it has for the past few weeks and compares about the same as about a year ago.

Beans and Peas.

Marrow beans are slightly easier on account of lack of demand, but it looks very much as if they would be higher after the turn of the year. Pea beans are unchanged, but very strong, with indications of an advance. Lima beans are not much in demand, but the price is fully maintained, and, as they are cheaper in proportion than other beans, an advance can be confidently looked for.

Provisions.

Everything in the smoked meat line is steady, with a normal consumptive demand, with prices ranging about the same as about a week ago. Pure and compound lard are steady, with a light consumptive demand, with prices ranging same as last week. Barreled pork, dried beef and canned meats are dull, with a light consumptive demand, but do not show any change in price.

Poultry.

Fancy turkeys are scarce and high and command about the same price as they did over the Christmas holidays, which was possibly 5 cents over the normal price. There is a good demand for chickens and they are cleaning up on arrival at prices ranging the same as last week. Ducks and geese are ranging at the same price as last week.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

As is usual during the holiday season, the herring market presents a very quiet appearance. Stocks of all varieties, Holland, Scotch and Norway are comparatively very small, held in very few hands, and prices are as high and as strong as ever.

The mackerel market is quiet, as usual at this season of the year, but stocks are smaller than ever of both Irish and Norway mackerel, and prices very firmly held.

Sardines.—French, Portuguese, as well as Norway, are moving in a hand-to-mouth way, and it is a good thing because otherwise, there would not be enough stock to go around. Our hopes of seeing lower prices for Norway sardines this week have not been realized. We had no cables this week in regard to the catch in Norway, and cannot therefore judge as to the actual situation.

Spiced anchovies, a delicacy appreciated particularly by the foreign element, are very scarce this season. Owing to the scarcity of this little fish in Norway, and owing to the extraordinary large demand for Norway smoked sardines from the powers now at war very few of these little fish have been made into spiced anchovies. Conse

quently, Norway has shipped practically no anchovies this year. Our principal supplies came from Sweden, and there also there has been a scarcity of this fish. Consequently, prices for anchovies are higher, and stocks available very small.

STROHMEYER & ARPE CO.
New York.

Spices.

The market is quite active, with little pressure to sell at present prices. We have written repeatedly relative to the scarcity of spices. Supplies here are seriously short and available stocks are insufficient for the demand we will have over the next 60 or 90 days.

Pepper.—The spot supply is exceedingly limited, especially for bulk peppers. It is reported new crop Tellicherry and Aleppy will be later than usual, and it is also stated that the Aleppy crop is practically a failure. New crop Lampong is not due for harvesting until August and nothing can be said as to whether this crop will be short or normal. Higher prices are, therefore, probable in all grades of black peppers. White pepers are firmer and prices are likely to advance.

Red Peppers.—Are in very active demand and supplies here, especially the better grades, have been greatly reduced. All grades are likely to rule high for some time to come.

Cloves.—Are again firmer in all positions. The demand is on the increase.

Pimento (Allspice).—Rather quiet, though prices are steady and firm.

Mace.—Exceedingly scarce and all grades are higher. The supply here is insufficient for the normal demand.

Nutmegs.—Are very scarce at present, and sharply higher prices are likely.

Cassias.—All grades of bark are active. Spot supplies here are now almost nil. Prices have advanced and higher values are very probable.

Gingers.—In good demand at higher prices. Further advances are anticipated, because it is now indicated that all 1916 crops will be short.

Tapiocas.—Steadily advancing on account of higher freights and scarcity of tonnage. We look for still higher prices.

McCORMICK & CO.
Baltimore, Md.

Wheat.

Every one interested in wheat is contrasting the present situation, and the outlook for 1916, with the conditions as they were a year ago. At that time we had harvested a record crop of winter wheat and a short spring wheat crop, but the two combined exceeded the crop of the preceding year by 128,000,000 bushels, the total for the United States and Canada being 1,051,000,000 bushels. Moreover our farmers, encouraged by the prospect of high prices, due to the European war, had seeded an enormous area to winter wheat and had also prepared the ground for a record spring crop. In Canada similar conditions prevailed. Therefore we had in prospect then what has since materialized in a harvest in North America of 1,347,000,000 bushels of wheat. Even with this handicap wheat advanced over 30 cents per bushel during the first three months of 1915, due to the immense foreign demand.

Now let us contrast this with the present outlook. To-day we have in prospect a very short winter wheat crop, and the indications are for smaller spring wheat crops in Canada and our own Northwest. Our government has given us an official report of the area of winter wheat and its condition as of December 1st. A greatly reduced area and poor condition is not conducive to normal crops. The condition of fall sown wheat in Canada is identical with ours, and the official report just issued shows a reduction in the area of 15 per cent. and the condition 88 per cent, compared with 94 per cent. last year.

In connection with the spring wheat crop they report that up to November 1st only 53 per cent. of the area was plowed, as against 71 per cent. last year, which resulted in the bumper crop of 1915.

It is quite a coincidence that this year's fall plowing is exactly the same percentage as two years ago, which resulted in a crop of 160,000,000 bushels. These figures are official. There has been no official report of fall plowing in our spring wheat States, but private reports agree that the percentage is very much short of last year and that there is very little likelihood of another bumper spring wheat crop being harvested. We are therefore forced to the conclusion that the 1916 crop of wheat in the United States and Canada will likely prove a very short one, which is an altogether different prospect than that of a year ago, when the United and Canada gave evidence of producing 1,500,000,000 and actually harvested from this promise the unprecedented total of 1,347,000,000 bushels.

If the war is to continue another twelve months we may see some very high prices. The chief element of strength at the present time is the immense foreign demand and the growing certainty that there will be a shortage of red winter wheat in this country because of the wretched condition in which the greater part of the crop was harvested. Farmers everywhere are finding that their binned wheat is in wretched condition, most of it unfit for milling. Whether this is 100,000,000 or 150,000,000 remains to be seen. As predicted, wheat has had a very rapid advance, and if the foreign demand continues unabated, will sell a great deal higher.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Written for the "Modern Merchant and Grocery World."

Bankruptcy in Cream of Wheat Profits.

Maryland Correspondent Gives Figures to Show Where the Retailer Comes Out. Doesn't Sell Any Himself Because It is Unfair to Unload the Loss on Something Else.

I wish to call your readers' attention to the unfairness of the Cream of Wheat Co. They charge the jobber $4.10 per case for Cream of Wheat, asking him to sell it for $4.50, less 1 per cent., at the most allowing the jobber 35 cents per case for one transaction, one delivery, etc. Then they expect the retail grocer to make 36 transactions, etc., at their suggested price of 14 cents, which will leave the grocer the large sum of 59 cents for the 36 transactions.

Without a doubt if the grocer sold all his merchandise on that basis, bankruptcy court would be his next abiding place.

We for one think it's unjust to put the loss on Cream of Wheat sales on any other article, as that is one of the indirect ways that foster chain stores. We will not sell any Cream of Wheat; there is plenty of good substitutes that allow you a reasonable profit, and if other grocers followed this system before long we would be able to buy Cream of Wheat at a price that would allow us a reasonable profit.

DAVID S. VENEZKY.
Hyattsville, Md.,
December 28, 1915.

Retailers' Association Protests Against Libellous Moving Picture.

The Topeka, Kan., Retail Grocers' Association is up in arms against a moving picture which its members say is libellous. After viewing the picture the association sent the following letter to the Paramount Film Co., New York City:—

> Realizing the tremendous power which the moving pictures have in mouding public opinion, and being cognizant of the especially strong influence which is exercised by the pictures distributed by a concern of such high reputation as the Paramount Co., we desire to protest, on behalf of the 125 retail grocers of this city against the "Newspicture" exhibited this week at the Iris Theatre in this city, in which "Newspicture" the retail grocers of this country, as a class, are falsely accused of extorting exorbitant profits from their customers.
>
> It is a known fact, recognized by all well-posted economists, and officially indorsed by government investigation, that the average margin of profit in the retail grocery trade of this country is the narrowest margin enjoyed in any mercantile line. Repeated investigations, by city, State and national authorities, have almost invariably shown that whoever else may be to blame for the high cost of living, the retail grocer is not making excessive profits. Records of the great commercial agencies show that instead of giving evidence of undue prosperity, the line of merchandise most subject to financial disaster is the retail grocery business.
>
> It is most unfair and unjust for the "expert" employed by your company to prepare these statistics for your "Newspictures" to follow blindly the popular clamor, and send out pictures calculated to arouse public animosity against retail grocers. The vivid diagrams and blazing statistics, flashed on thousands of screens throughout this country, should, it seems to us, be scanned with the utmost care by your authorities, lest your "Newspictures" become purveyors of false doctrine and misunderstandings, instead of potent teachers of truth.
>
> We have the utmost confidence in the high character of your concern, nd feel sure that this protest will not go unheeded. We hope that you will advise us that no further "Newspictures" will be sent out under the Paramount brand making these false and slanderous accusations against the retail grocers of the country.

GOLD DUST
makes satisfied customers

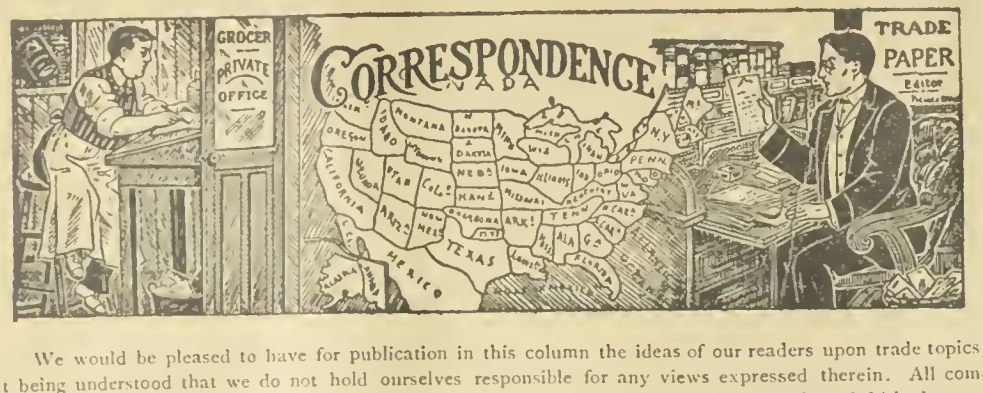
Gold Dust has no equal as a cleanser. Every woman knows this from experience—and every merchant who does has profited by it.

Continual advertising keeps Gold Dust before the housewives—and once Gold Dust is included in an order it will become a regular habit.

You can depend on Gold Dust to make satisfied customers—just as women depend on it to reduce their housework.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

A Point Under the Workmen's Compensation Act.

Philadelphia, Pa., Dec. 29, 1915.

To the Editor.

Dear Sir:—Having read with much interest and profit your "Possible Cases Under New Pennsylvania Compensation Act," we would like to ask a question:—

A firm accepts the act and insures say on a basis of $100 weekly salaries. A man leaves their employ and they are unable to replace him at the same wage and therefore increase their salaries by two or three dollars weekly. A grocer hires a boy on Saturday and thereby increases his salary list that week; or, suppose the merchant increases a salary, where would the dealer stand with the insurance company in any of these cases?

We would thank you for any information you might give on these points and believe they may be of interest to others as well as ourselves.

Very truly,
W. Delaney & Son.

An employer is granted an insurance rate based upon a certain payroll. If he increases his payroll, after getting the rate, he should at once communicate the fact to his insurance company and have a readjustment of rate, if that is necessary. As a matter of fact, it might not be necessary, for the increase might be too small to amount to anything. Nevertheless he should let the insurance company know, for some liability insurance companies—not all—will be only too ready to seize at any pretext to avoid paying claims.

* * *

Business is Good.

Philadelphia, Pa., Dec. 30, 1915

To the Editor.

Dear Sir:—We give herewith extracts taken from the December Digest of Trade Conditions issued by the Franklin National Bank of Philadelphia, which should prove interesting.

A general casting up of the situation at this time indicates that perhaps 95 per cent. of the business in this country are sold up or oversold and therefore on a profit paying basis.

Even in our most prosperous times we have never before reached a stage in which as large a proportion as 95 per cent. of business were enjoying their rightful measure of such prosperity.

Our exports from the thirteen principal customs districts for the four weeks ending October 30th were 315 million dollars and our imports 123 million dollars, leaving us a favorable trade balance of 192 million dollars.

Our general business, both foreign and domestic, is most clearly demonstrated in our bank clearings which for 160 principal cities in October were 20 billion dollars, compared with 12 billions for the same cities a year ago.

Net earnings of railroads for August were 100 million dollars, compared with 90 million dollars a year ago, a gain of 11 per cent. Gross earnings so far as reported for October show a gain of 15 per cent. over a year ago.

The number of idle cars on the first of November was 25,000, compared with 78,000 a month ago and 170,000 a year ago. It is estimated that the total number of cars without loads which are fit for service does not exceed 5,000, while fully 100,000 loads are waiting for cars.

Rails ordered in October totaled 490,000 tons, compared with 360,000 tons a month ago and 49,000 tons a year ago.

Iron ore shipments from Lake Superior for October were 7,147,000 tons, compared with 4,242,000 tons a year ago.

The production of pig iron for October was 3,125,000 tons, compared with 1,783,000 tons a year ago.

The unfilled tonnage of the Steel Corporation on the first of the month was 6,165,000 tons, compared with 3,461,000 tons a year ago.

The labor situation has shown considerable improvement for the month. The percentage of idle labor in the country is the smallest we have ever known, even during periods of our greatest prosperity.

With the largest crops in our history, the largest amount of money in circulation and the greatest percentage of employed labor, and the facts as stated above it would seem that prosperity is here and is likely to stay with us for some time and that in the natural course prices on many lines will go much higher. Let each be prepared and buy now as he is able.

Yours truly,
Halpen, Green & Co.

* * *

Stevens Bill Only Affects Trade-marked Merchandise.

New York, December 30, 1915.

To the Editor.

Dear Sir:—May we ask your attention to the persistent attempt which representatives of the National Retail Dry Goods Association are making to misrepresent the character and purposes of the Stevens standard price bill, which has received the endorsement of practically all organized business in the country; the secretary of that organization and its traveling officials are being repeatedly quoted in the trade press as making statements which have no justification in fact.

Such statements, among others, are that the Stevens bill is intended for use on all merchandise.

The language of the bill specifically restricts its privileges to trade-marked branded products; its sole purpose—as plainly indicated by its language—is to deprive dishonest advertisers, who do not possess—or who are not content to rely on their own—good will and reputation, of the power to use standard articles of established worth and stable value—which the consumer calls for by name—as "bait" to lure and deceive the public and to injure and destroy smaller competitors.

Yours faithfully,
American Fair Trade League,
Edmond A. Whittier, Secy

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

New Orleans Molasses

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

The 1915 make of pure Louisiana Sugar Cane Molasses was not over 33⅓ per cent. of a normal crop; this is the shortest crop on record and means high prices until it is sold. We have a fair stock of good November make, fine flavor, good color, and in every way desirable. We advise you to buy now what you will use this winter.

Extra Fancy, open kettle, Church plantation, barrels - -	per gallon, 56c.
Fancy, open kettle, Ingleside plantation, barrels - - -	per gallon, 42c.
Fancy, open kettle, Ingleside plantation, half barrels - -	per gallon, 45c.
Choice Pure, Cruiser Brand, barrels - - - - - - -	per gallon, 36c.
Fancy Compound, good baker, Belmont, barrels - - -	per gallon, 35c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Domino Sugar Products

MR. GROCER—To be sure of large, steady profits, you must sell staples—products all of us are using all the time.

Statistics prove that each of the hundred millions of people in the United States consumes an average of about eighty pounds of sugar each year. This average consumption, multiplied by the number of your customers, represents a large proportion of your gross sales.

Your problem, then, is to secure a moderate profit on each sale, which when multiplied by thousands of sales will make your final profit overtop the slow large-profit sellers.

DOMINO SUGAR PRODUCTS will help you solve your problem.

DOMINO SYRUP—Delicious on pancakes and waffles. Makes excellent cookies, cakes and candies. Retails at 10 cents

American Sugar Refining Company

What's Your Shelf Room Worth?

This photograph isn't big enough to show you the real advantage this store has gained by using **Baines' Brackets.** You can see the neat, compact effect, but you can't see the saving in shelf room, which is the main point.

This store, whose picture appears above, actually and literally has one-fourth more goods on its shelves than it had before. Why? Because **Baines' Brackets** support the shelves without uprights. The shelves are clear for goods from end to end.

The **Brackets** are much cheaper than 25 per cent. of your shelf room.

PIQUA BRACKET COMPANY
PIQUA, OHIO

Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.
NEW YORK CITY

Go To It Talk for Clerks.

That was a great thought in last week's from a young Southern fellow who wrote the strong words about clerks getting on the job. Good dope, that. First class! One day last month one of the clerks in a store where I go regular came up to me and said, "See here, can't you give me a scheme to make more money? I'm only getting fourteen a week here and it ain't enough. How can I make more?"

"It's a cinch," I said, "earn more and you'll get more."

I handed it to him that way without the gloves because I'd often sized him up around the store. He's one of these fellows that would rather talk than eat and never feels quite comfortable without a coffin tack in his trap. He's young—maybe he'll get steered straight pretty soon and be President before he's dead.

Well, sir, I was sure one bully clerk myself in the old days. I wouldn't let anything stop me from doing what I set out to do. If I started out to get to the can with the vanilla wafers in it and the way was blocked, I'd work for an hour till I cleared it. That was me all right.

My boss got so he'd lean on me for everything. I suppose that was my fault, for he pretty soon saw that I could do anything. That was the only reason he was willing to pay me the enormous salary I got—30 cents a day, and short hours—7 in the morning till 9 at night. I was head of the delivery department too. Also the tail.

Why one day I promised the boss that we'd do so much business on a certain Saturday. When it was five minutes of ten and closing time, we were $5.00 or something like that short. I simply let him take it out of my salary. I had gave my word and I felt like I'd die before I'd go back on it.

That's the kind of a king I was.

We didn't have any automobile delivery wagons in them days. I used a push cart that held eight tons. One day I'd promised a woman in the other end of the town to have her order over by a certain time. I started out with it in the push cart single-handed and alone. Half way over it broke down. Think that fazed me? You don't know me. What did I do? Taking the woman's basket in me teeth I knocked down a horse that was going past, kicked him free from the shafts, yanked him on his feet again, jumped on his back with the basket still in me teeth, and rode away. I got to the woman's house just one minute before the time. Then I fed the horse a vanilla wafer I had in my pocket and went back. I explained all about it to the woman that owned the animal, and she wanted to marry me right then and there. What d'ye know about that?

I'll never forget the time I broke up a row in our store. I was thirteen then and was working on Saturdays. We did business with a few darkies and some time they would stop on their way home late at night.

One night three bucks started rough house with the boss. He didn't know how to handle 'em and I could see he was looking to me to take care of it, so I spoke real sharp to 'em. They thought I was a kid and started to laugh. Then I showed what a general I was. I hit one of 'em plumb between the eyes with an egg, another one with a rotten orange and I give the other one a dose of pepper. When I had 'em foozled that way I picked up the huskiest one and swung him around my head a time or two and knocked down the other two with him. Then I called the police force and he came right away and locked 'em all up.

For that I got my salary for that day. The boss hadn't intended to give it to me—he said I'd et up more than 30 cents' worth.

The boss got so he'd depend a lot on me about the buying too. A salesman would come in and want to sell the boss some prunes, say. The boss would call me right in and tell me to go out and see how many boxes we had. I'd go out and count 'em and come in and tell him. Then on my judgment as to how many we had, he'd decide whether to buy or not. It was a big responsibility for a kid like me and that's what made me old before me time. I often think what would have happened if I hadn't been able to count right.

I remember another case, too. This was the biggest thing I ever did. One of our best customers came in one day and wanted a can of a certain kind of California peaches. We hadn't any more. I thought we were going to get more right away, so I told her we'd have 'em for her. When I told the boss, he said none of the jobbers had any and you couldn't get any short of California. Now that would have squashed most clerks, but it didn't squash me. What did I do? I went out and oiled up me little velocipede and believe me or not, I rode clear out to California and got it! I had gave me word and that settled it—I would have rode to China if I had had to. That was the way I was built.

There's blame few clerks like I was—blamed few. But it pays, boys, it pays. Why when I came back with that can of peaches inside my little black shirt and handed it to the woman, I'll never forget the way she looked at me. It was love, all right. THE STROLLER.

Something New—Candied Cranberries.

The Department of Agriculture has issued a bulletin to housewives giving some information about a new product—candied cranberries. Candied cranberries make a delicious and inexpensive holiday confection, much resembling candied cherries, but having a distinct flavor of its own. This is a suggestion to housewives from the home economics experts of the United States Department of Agriculture, who have been developing new uses for the cranberry. They have developed a method which if followed closely, gives a bright, firm, plump, semi-transparent candied fruit, which can be eaten as a sweetmeat or used to give a touch of color to frosted Christmas cakes, whipped cream or custards, or which can be used like citron in cakes or puddings or chopped up and added to "tutti-frutti" ice creams. The secret of candying cranberries lies in handling the fruit so that it will become saturated with sugar.

Government's Anti-Trust Suit Against Washington Commission Merchants Ends in Fines.

Defendants Make Plea Which Was Tantamount to Plea of Guilty, Agree Not to Do It Any More and Are Fined Twenty-five Dollars Each.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
December 30, 1915.

Readers of this correspondence will remember the report several months ago of a prosecution brought by the Government against a long list of wholesale dealers in produce in this city. They were also commission merchants. The charge was conspiracy to restrain competition.

The cases have been brought to trial this week, the defendants all plead nolo contendere, which is tantamount to a plea of guilty, and after agreeing not to go on interfering with competition, they were fined $25 each.

The indictment under which the fines were imposed followed an investigation made under direction of President Wilson in the summer of 1914 into the rumor that the European war was being made an excuse for raising the prices of foodstuffs. It was charged that the merchants agreed among themselves as to prices to be paid shippers and to be charged buyers. Following indictments on September 4, 1914, the merchants pleaded not guilty, later withdrawing the pleas and filing demurrers. The latter were overruled and the defendants were called on during the week to plead again. They then entered pleas of nolo contendere. In imposing the fines the Chief Justice stated the

was satisfied that the offense was rely technical.

The defendants were Daniel P. llins, Frank B. Guest, James W. asley, John W. Lynn, David W. llinger, Alonzo R. Lawrence, illiam Brayshaw, Andrew W. lley, Oliver O. Spicer, James M. lloway, Brevard D. Strohecker, Hamlin Strohecker, William M. nson, J. Edward Jesse, Louis P. ey, John F. Crovo, Harry R. ice, Theodore F. Simons, John Carter, Joseph E. Falk, Thomas Hickman, Roy M. Hickman, illis S. Hoge, James M. Hoge, illis S. Hoge, Jr., Albert J. Sim-s, Frank J. Ehlers, William G. rter and William A. Sacks.

HOLT.

---

tailer Beats a Collection Agency.

Adolph Drobneck, a West Lynn, ss., grocer, recently won a suit which s brought against him by the Cred-rs' National Clearing House, Boston, ollection agency. According to the e Drobneck agreed to pay $30 per ır to this company to collect all bills ed to him in his grocery business, l signed contract to that effect with company. The company only col-ted $8 and then brought suit against obneck to recover for two years' vice fees, amounting to $60. The dence showed that Drobneck had re-ved nothing from the company and defense was that he did not know was signing a contract agreeing to $30 per year to the company, irre-ctive of the collections the company de. He also claimed he signed the ıtract through the fraud of an agent the company. The jury found for defendant because of the fraud, as orance of the contents of the con-ct would not have been a defense.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

Registered, U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

I Have Sold Them for Years

It is a pleasure for the grocer to sell **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk** because they are such lively sellers and always prove so satisfactory to the customer. Established reputation for **purity and quality,** together with steady advertising, keep **Borden's Brands of Milk** moving rapidly from the grocer's shelves. You can handle **Borden's Milks** with perfect confidence, knowing that every can in every case will sell and give satisfaction.

There are brands of condensed and evaporated milks which do not give satisfaction because of inferior quality, or they will not keep until sold, owing to unscientific, careless, or unsanitary methods of manufacture, causing many complaints from customers. You can avoid all these complaints by handling only **Borden's Eagle Brand Condensed Milk, Borden's Peerless Brand Evaporated Milk, St. Charles and Silver Cow Brands of Evaporated Milk,** All **Borden's Brands,** whether sweetened or unsweetened, are made from the highest grade raw milk, by the most modern method of manufacture, and are guaranteed **absolutely pure. Push their sale.**

Borden's Condensed Milk Company

"Leaders of Quality"

Established 1857 **NEW YORK**

WHAT TO TELL CUSTOMERS

"I would rather have you use BORDEN'S MILKS than any other brand, because I know from experience that they will give you better satisfaction."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

No. 344.—Something About Accepting Debtors' Notes in Settlement of Accounts.

For a long time I have had on file a memorandum to write something about the loose practice of accepting the notes of a debtor in settlement of an account. Other things have heretofore crowded it out but the receipt of the following letter from a Cincinnati, Ohio, reader who does not wish his name disclosed, gives me the chance I have been waiting for:—

Cincinnati, Ohio.

We want some advice in advance about a situation that is likely to arise in the near future with one of our customers—a good buyer, but not always prompt in his settlements. On December 1st he owed us about $500, most of which was considerably overdue. We had been after him to pay it without result, until about the middle of December he came in and proposed to give us a note in payment for three months, bearing interest. We accepted it, thinking it a good way to put the account on an interest basis, and now we hear that he is in a bad way and only those who get in early are likely to get anything. We would like to go after him right away, but the note is not due until March 16th, and it seems that we must hold off until that time. Please advise us if this conclusion is right and tell us if there is any way to get out of the situation we have placed ourselves in.

This is pretty nearly a typical case. The same thing is happening all the time. Both wholesale and retail dealers, especially the former, when some customer gets behind, will propose a note as the next best thing to cash. And the idea is all right, if it is carried out properly. The proper way to carry it out is never—where there is the slightest question about the present and future standing of the debtor—to accept the note *in payment* of the account. It should be accepted only as collateral security, with an agreement that in case it becomes necessary in the opinion of the creditor, the latter can immediately begin suit on the original account.

When a note is accepted *in payment* of the account, you have merely postponed payment that far ahead, and no matter what happens to the debtor's finances meanwhile, you can only sit down and wait.

The average business man does not understand the difference between the two ways of accepting the note, and he therefore accepts it, as a rule, in a way which could easily be construed into an intent to take it in payment.

The creditor who takes a note in payment of an account is not only no better off than he was before, but he is really worse off because he cannot enforce his claim as soon as he could before he took the note. His original claim on the book account was just as clear and good, and almost as easily proven in court, as his new claim on the note. Therefore he gains nothing by changing the form of his claim from book account to promissory note, but as I have already said, he actually loses.

Everything depends on the way in which the note tendered in settlement is taken. The general rule is that a promissory note given in settlement of an account is not to be considered as having been accepted in payment, unless there is an agreement to that effect between the parties. Usually there is never any actual agreement between a creditor and his debtor, that a note given by the latter shall be taken in payment or not in payment. The debtor, who is usually behind in his accounts or he wouldn't tender the note at all, says something like this: "I'll give you a note to fix up (or clean up, or settle, or cover) that account of mine." The creditor takes the note and later the court may have to decide what was meant by "fix up," or "clean up," "or settle," or "cover," or whatever the expression was. Remember that the agreement may be implied from the conduct of the parties, and if the court holds that the note was taken in payment it means that the old account is dead, suit can never be brought on it, the note has been substituted for it, and the only remedy is to try to collect that, which can only be attempted, as I have explained, when it comes due.

Where a note is taken without stipulations of any kind, there is always the chance that a court may decide in that way. There are many cases in which this made all the difference between losing the account and collecting it in full.

Even where it is clear that a note was not accepted in payment, but only as collateral security, the creditor will not usually be allowed to bring action on his original claim until the note comes due, because when he accepted the note he gave the debtor that much more time and the court will not allow him to go back on his promise.

What is the best way to safeguard one's self against such possibilities? There are two main ways:

First—Make the note payable on demand or at sight instead of at some future date. Such a note can be sued on at any time. Naturally the debtor will not always agree to this, for his reason for giving the note is to gain delay until some future time. He will often agree to it, however, when the creditor gives his word not to negotiate the note or do anything with it before a certain date unless it becomes necessary.

Second—If the note has to be made payable at a future time, then have the debtor sign a memorandum when he gives it that the note is for collateral security only, and granting permission to the creditor, before the note matures if he considers it necessary, to begin suit on the original account. If the creditor does begin suit on the original account before the note matures, he must first give the note back.

The only thing I can say to my friend from Cincinnati is that he can answer his question by applying what I have said above, to the facts of his own case. If he can prove that he did not take the note in *payment*—although in his letter he says that he did—he can proceed against his debtor at once on the original account. If he did take the note in payment—and the fact that it bears interest is strong evidence that he did—he must wait until its maturity, no matter what happens.

(*Copyright, January, 1916, by Elton J. Buckley.*)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Bill Taxing Mail Order Houses Introduced in Congress Again.

Was First Introduced Several Months Ago But Never Got Anywhere—Would Make All Mail Order Concerns Doing Interstate Business Pay Certain Percentage on Gross Business.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
December 30, 1915.

Several months ago I mentioned a bill which had been introduced taxing all mail-order houses which do an interstate business a certain percentage of their business. The bill never got anywhere, but has this week been reintroduced. I give its text here:—

A BILL

To provide for a tax upon all persons, firms or corporations engaged in interstate mail order business, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, that all persons, firms or corporations in the United States which are now conducting, or which may hereafter conduct, a mail order business interstate for the purpose of selling goods, wares and merchandise direct to the consumer shall pay a tax of 1 per centum upon the total cash value of all goods, wares and merchandise sold within any State.

Sec. 2. That every person, firm or corporation conducting a mail order business as defined in Section 1 of this act shall keep in proper books, to be provided by the Secretary of the Treasury of the United States,

an accurate and complete account of all goods, wares and merchandise of every character and description so sold, together with the actual selling price of the same.

Sec. 3. That on the 31st day of December after the passage of this act, and on the 31st day of December of each year thereafter, every person, firm or corporation engaged in such business shall render a full and complete statement to the Secretary of the Treasury, upon blanks to be furnished by him, of the total cash value of all goods, wares and merchandise sold during the year in the various States of the United States.

Sec. 4. That the Secretary of the Treasury shall determine the amount of the tax to be paid by each person, firm or corporation (at the rate of 1 per centum upon the total cash value of all goods, wares and merchandise sold within any State) engaged in such mail order business, and shall give notice of the amount of said tax due and payable, pursuant to the terms of this act in such manner as in his judgment is most practicable.

Sec. 5. That every person, firm or corporation subject to said tax under the provisions of this act and reporting to the Secretary of the Treasury shall pay said tax on or before March 1st of each and every year after this act shall become a law.

Sec. 6. That the Federal courts of the United States shall have power to enforce the collection of said tax upon the application of the Secretary of the Treasury.

Sec. 7. That the Secretary of the Treasury shall apportion said tax among the several States in the ratio of the actual amount of goods sold in each State.

Sec. 8. That the tax so apportioned shall be paid by the Secretary of the Treasury to the various State Treasurers entitled thereto; said tax to be used in such manner and for such purposes as the said States may by law direct.

HOLT.

Still Reporting Good Dry Goods Business.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows a marked advance over the corresponding period of a year ago.

The large increase in road orders—mail orders—the number of telegraphic orders from all over the country and the increased number of customers in the market, indicate that the retail dry goods trade is having an exceptional holiday business.

Orders for spring delivery show a large increase over the corresponding period of a year ago.

Collections are above normal.

Prices are firm.

MAPLEINE

is a steady seller - there's no other "Mapley" flavor *just as good*—that is a point worth remembering.

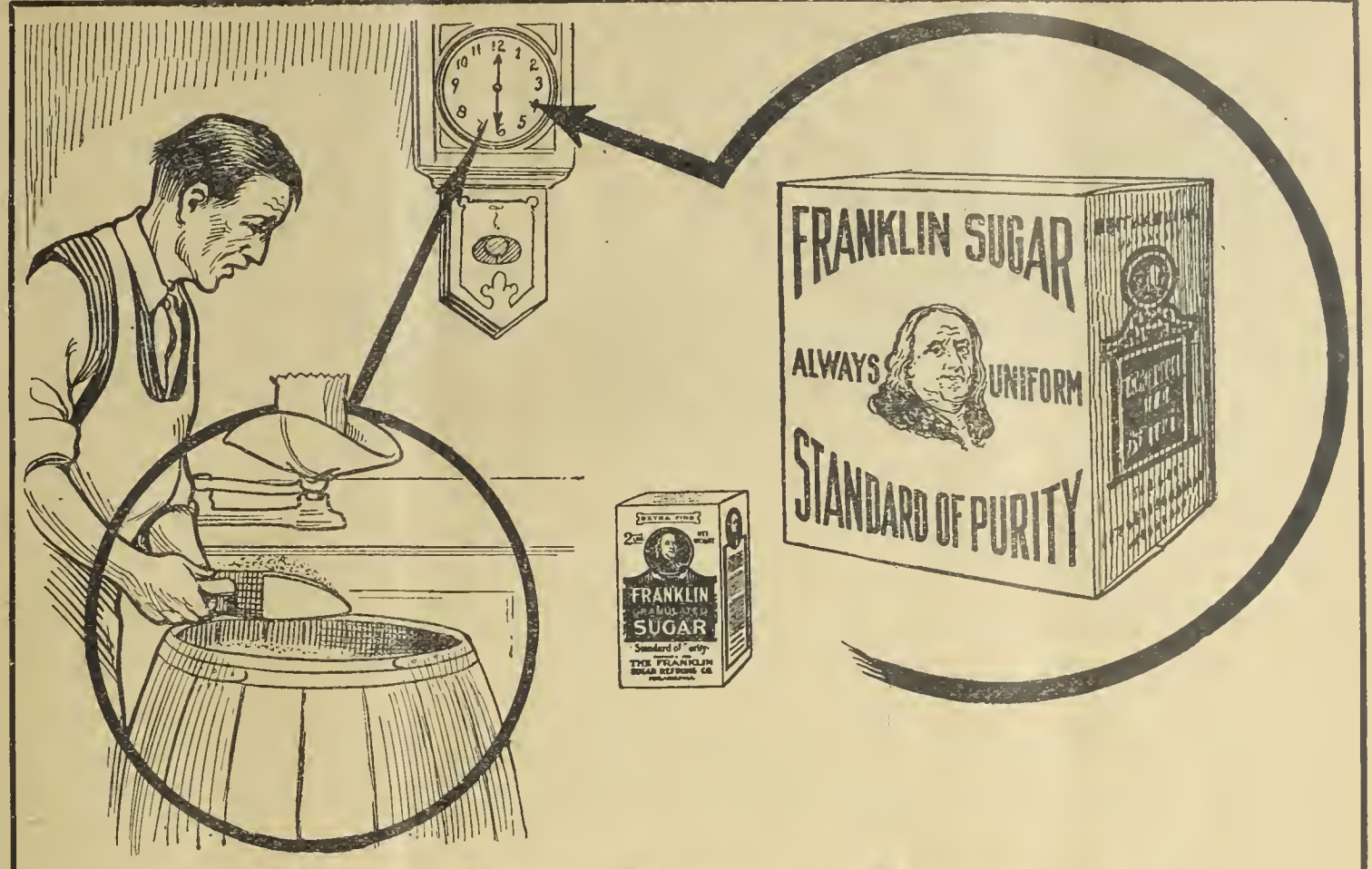
ORDER FROM

WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburg, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.



Don't Waste Time Putting Sugar in Bags

It's a foolish waste of time for a grocer to buy sugar in a barrel, open the barrel, scoop out the sugar, weigh it (giving a little overweight every now and then), fold the bags, tie the bags, pay for the bags and the twine, when he can buy a CONTAINER of FRANKLIN CARTON SUGAR, slit it open in five seconds with a pocketknife, lift out the CARTONS and *sell* them! That's the beauty of FRANKLIN CARTON SUGAR—there's nothing to do but SELL it; no work, no bother, no loss of time, no loss from overweight, no expense for bags or twine.

Franklin Carton Sugar Will Please Your Customers

Women appreciate the clean, white purity of FRANKLIN CARTON SUGAR AS SOON AS THEY SEE IT! They KNOW it's better sugar than they can buy any other way. They like the CARTON because it doesn't burst, fall over, spill or tear. They like it because they WANT CLEAN sugar. Once you start your customers buying FRANKLIN SUGAR in CARTONS, they'll always want to buy it and you'll want to sell it to them. FRANKLIN CARTON SUGAR is the right proposition for both the grocer and his customers.

You can buy FRANKLIN CARTON SUGAR in the original CONTAINERS of 24, 48, 60 and 120 lbs.

The Franklin Sugar Refining Company

PHILADELPHIA

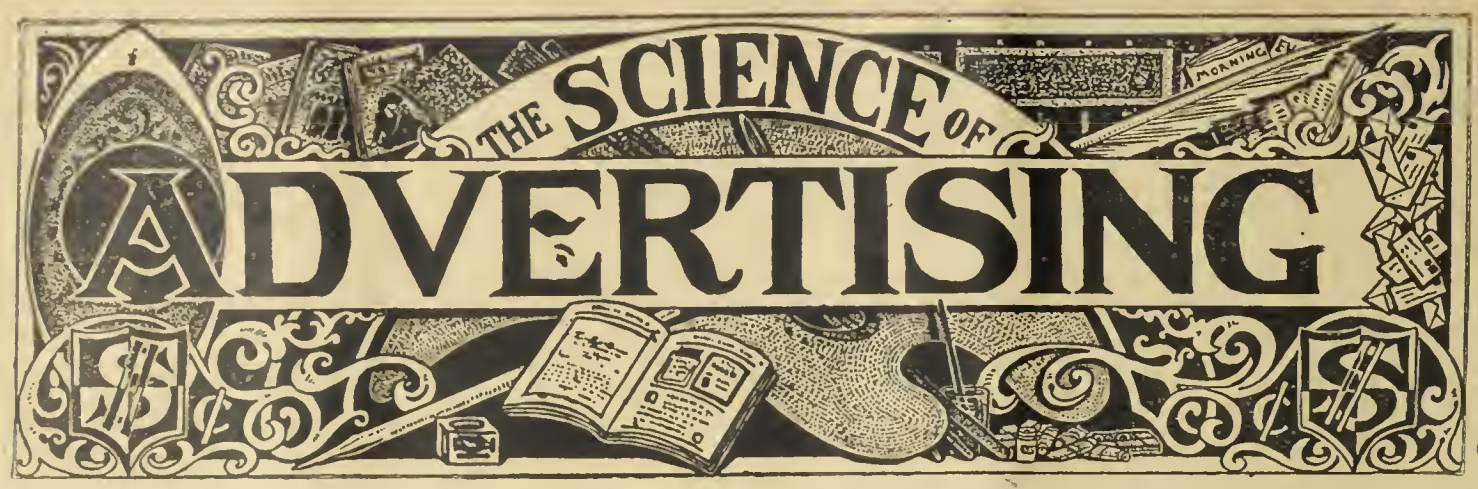
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASS'N OF PENNA.

WHAT TO TELL CUSTOMERS

"Try FRANKLIN CARTON SUGAR this time. It's cleaner and better than the sugar we have to buy in a barrel, and the sanitary CARTON keeps it clean and dry, and won't burst or tear like a bag."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



I have quite a bunch of advertisements from Pennegar Bros., of Coatesville, Pa. Apparently they are regular and energetic newspaper advertisers, using about eight inches of space in their local paper, sometimes single column and sometimes double. Here is one of the best of their single column advertisements:—

Christmas Dainties

FRUIT CAKE—Our own make, rich with fruit and well seasoned. 40c. a lb.

PLUM PUDDING—Already mixed, "Heat and Eat." Three sized tins, 10c, 25c and 45c.

FANCY CLUSTER RAISINS—1-4 boxes containing 5 1-2 lb., large, juicy, imported raisins, of fine quality, $1.50, $1.75 and $2.00 a box.

CRYSTALLIZED GINGER—A toothsome confection, some prefer Ginger to the Dinner Mints. 45c a lb

NATURAL SULTANA RAISINS.—The raisins grown without the seeds 15c a lb

SEEDED RAISINS—Absolutely clean Packed in parchment paper 12c a package.

POULTRY SEASONING—Gives the right flavor to the Dressing of the Turkey, etc 10c a box

MINCE MEAT—Atmore's, an old reliable make 12 1-2c. and 15c. a lb

DATES—Dromadary, one of the best brands packed These are the golden Dates 10c, a package. Dark colored dates, 15c a lb.

CLUSTER RAISINS—Specially selected and packed in Malaga, Spain, 28c a lb.

FIGS—Large Layers, fine flavor and full of moisture. 22c. a lb.

NUTS—We guarantee them all fresh stock. Paper Shell Almonds, 30c a lb.

ENGLISH WALNUTS—25c. a lb.

CALABABS—The original candy Figs—a delicious confection from California—a sugary, fruity goody 25c. a package.

CALORANGE—Another confection from California made from the Seedless orange. Very tempting, 25c. a package

PENNEGAR BROS.
OPPOSITE POST OFFICE

I consider this pretty good advertising. It has all the elements and ought to have produced business that could be traced directly to it. This advertisement would have shown up a good deal better, however, if less matter had been used in it. It is a little crowded. At least three times as much space should have been used between the paragraphs. Perhaps a headline with a little sharper meaning, like "Fresh Christmas Groceries" would have been stronger. I believe also that it would have been better to alter the advertising scheme a little. What I mean is this: Around Christmas of course every grocer, if he advertises anything, advertises Christmas goods. That means raisins and plum pudding and the balance of the list. Unless, therefore, your advertising of these things is unusual in some way, it is apt to get lost in the shuffle. How can it be made unusual? In several ways. You might have something special in cluster raisins, either in size or quality. You might have something special in a plum pudding, or in a fruit cake or in anything. I should get something special and out of the ordinary, if I could—it might be home made, or imported, or in some other way above the ordinary brands that anybody can pick up anywhere. It might simply be a new brand, which you could talk about from that standpoint.

Pennegar Bros. have gotten hold of this idea, to some extent, in the double column advertisement "Made in America," which I am also reproducing below. They have an idea there.

* * *

I think this Made in America idea might have been carried further. There could have been a talk about how some people thought imported jams and marmalades were the best, and looked on domestic as second grade, and how the war, by cutting down the supply of imported, had directed public attention to domestic, with the result of finding some brands of it even better than the foreign. How you had gathered together six of the very finest domestic brands, and submitted them for the customer's decision. Make a sort of event of it, with a demonstration at the same time you advertise.

* * *

In spite of these suggestions for improvement, however, Pennegar Bros. are doing good advertising and I have no doubt they are getting good results from it.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

PENNEGAR BROS. PARTICULAR GROCERS FOR PARTICULAR PEOPLE COATESVILLE PA.

MADE IN AMERICA

An assortment of "Made in America" Jellies, Preserves and Marmalades.

Guaranteed strictly pure. 7 ounze Jars 10c.

New pack of Asparagus Tips have arrived. Superior to fresh Asparagus because only the best is used—the green tips. Every particle from tip to end is tender and edible.

25c a Tin.

SAUER KRAUT IN TINS—Extra selected. Ready to serve by placing tin in boiling water for twenty minutes. **2 lb. Tin 10c.**

Columbia River Shad and Fresh Shad Roe. Very appetizing. **12 and 25c a Tin.**

Growth of Merchants' Short-Course Scheme in West.

The University of Kansas will again hold a Merchants' Short Course this year, so successful was the last one. The time is February 7th to 11th, and the programme is as follows:—

H. Leslie Wildey, Graettinger, Iowa: Mr. Wildey is a retailer who is successfully competing with the mail order houses in his vicinity. His forceful presentation of the "mail order problems" was one of the best numbers on the Minnesota University Short Course programme last February.

Otto Buehrmann, Chicago, instructor in Salesmanship in Carson, Pirie, Scott & Co., and The Hub stores of Chicago, will give six lectures on the following subjects:—

"How to Buy Profitably."
"How to Bring New Trade."
"Selling Profitably."
"How to Move the Overstock."
"Holding Your Trade."
"Store Arrangement."

A. B. Cowley, Marquette, Neb., a live-wire merchant in a small Nebraska community, who has made a unique study of the mail order problem, and is meeting the competition from that source in his community. His subject will be, "Actual Mail Order Competition."

J. B. Marcellus, Kansas City, Mo.; "The Merchant and Public Improvements."

Charles D. Heller, advertising manager of Marshall Field & Co., "Cotton Textile Manufacturers," illustrated with seven reels of motion pictures.

Stephen W. Gilman, professor of Business Administration, University of Wisconsin, the leading man in that field in the Middle West, has been secured for four lectures on the following subjects:—

"Elements of Business Organization."
"The Negotiable Instruments Law, Irregular and Regular Commercial Paper," illustrated by lantern slides.
"The Law of Sales."
"Credits and Collections."

A. C. Hodge, associate professor of Accounting, University of Kansas, class in "Practical Accounting."

H. G. Ingham, University Extension Division, University of Kansas, class in "Practical Accounting" and five lectures, as follows:—

"How to Handle Produce Received in Trade."
"The Merchandise Account."
"Facts Store Records Should Show."
"Balance Sheet."
"Accounting Methods for the Small Retailers."

E. L. McClure, Kansas City, Mo., Kansas City Credit Men's Association, "Retail Credits."

Carl J. Ricker, Emporia, Kan., successful retailer and writer for business magazines, "Co-operation Among Retailers."

Leon N. Flint, associate professor of Advertising, Kansas University, two lectures, "Common Sense Principles in the Psychology of Advertising," and "First Aid in Building an Ad."

Merle Thorp, professor of Journalism, University of Kansas, will give three addresses on "Advertising."

M. E. Garrison, Wichita, Kan., subject announced later.

Elizabeth D. Sprague, professor of Home Economics, University of Kansas, "The Merchant and the Housewife."

Hazel K. Allen, assistant professor of Home Economics, University of Kansas, "Practical Test for Textile Fabrics."

Evangeline Downey, assistant professor Home Economics, University of Kansas, "Food Factors in the High Cost of Living."

Avis Gwin, assistant professor Home Economics, University of Kansas, "The Merchant's Influence on the Artistic Standards of the Community."

Ida M. Tarbell, New York City, the well-known writer and investigator on business subjects.

E. E. Weeks, Joplin, Mo., show card work.

Pennsylvania Organization Notes.

Why not make 1916 the biggest year organization work? Surely there is om for better organization in Pennlvania.

* * *

One of the reasons, we believe, for k of organization is the fact that siness men do not treat it seriously. ey admire the organizations of ades and other branches of business, t seem unwilling to lend any aid toard the accomplishment of good ornization for themselves.

* * *

How can we change this condition? e never find men who do not believe organization, but we do find an infference on men's part to do the real rk that counts for success.

* * *

All the ills of business cannot be red through organization, but most them can, and the first step is to t men together, so that understanding ch other they can work together.

* * *

Towns that have a good association e better towns to do business in and nditions are more satisfactory. There everything to gain and nothing to se by organizing.

* * *

If organization is a good thing, let's mmer it home. Let us try to make ch and every organization better and ore useful. Let us try to teach at ast that from associated effort men n get dividends in proportion as they e willing to "put in" the work. That is not half as important for them to onder what they are to receive as hat they are to give.

* * *

The State Organizer, backed up by e manufacturers in the Pennsylvania lan, is doing all possible to spread the ork of organization, co-operation and rvice. If you believe in co-operation ou must co-operate. This means every tail merchant in the State. Is there association in your town? If not, hy not? Get in touch with the Organizer and let him help you get one arted.

* * *

Let us all work together, not only to art new organizations, but to develop ose that are in existence, to make em bigger, better and more useful.

DAY and NIGHT

¶ The largest bakery in the world—the Loose-Wiles Biscuit Co's New York Plant—is working to supply the ever increasing demand for SUNSHINE specialties,

The Quality Biscuits of America

Day and night, persistent national advertising is telling, in every home in the land, the story of SUNSHINE biscuits.

¶ This white-tiled, perfectly equipped factory, with its two thousand windows for light and air, is the *tenth* in the great national chain of bakeries now operated by the Loose-Wiles Biscuit Company. *Quality*, alone, has built these enormous plants. In them, every variety of biscuit known is made—from soda crackers to biscuit bonbons—while many new and popular kinds, never before produced, have originated here. To the enterprise and originality of the Loose-Wiles Biscuit Company is largely due the present enormous consumption of package biscuit which has revolutionized the use and sale of bakery products in the United States.

We extend to every Pennsylvania merchant an invitation to visit any and all of our SUNSHINE Bakeries.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits

L. I. C. NEW YORK N. Y.

SAY TO CUSTOMERS

"Try SUNSHINE biscuits this time—their appetizing goodness and crisp freshness will surprise you and delight your family."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry g ods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can probably sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. Critchlow, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews, Prattsburgh, N. Y.

Offer No. 100.

We have for sale a Soda Fountain and all accessories, which consist of one six-foot counter, one six-foot marble slab, sterling silver draught arm, with fine and coarse streams; 10-gal, soda tank, charging outfit and cooling box. Cooling box contains 12 syrup bottles, labeled, and two extra syrup bottles. All the things needed to operate same, including 5 crushed fruit bowls and sterling silver ladles, silver soda holders, 3 doz. silver spoons, 8 doz. tumblers, 1 doz. 10-cent and 1 doz. 5-cent Sundae cups, 1 doz. banana split dishes, ice cream dishers, ladle, etc. A large quantity of syrups, used very little and originally cost $75. The complete outfit cost us $250. Will sell for a trifle less than half. This outfit was used but three months, and having gone out of this part of the business are oliged to sell it. Address Lock Box 12, East Bangor, Pa.

Offer No. 101.

I have for sale one twin cylinder 1913 model Eagle Motorcycle, rated at nine horse-power, but will develop thirteen horse-power. Is equipped with headlight and horn. This machine is in good condition and will be sold at a bargain to a quick buyer.

Roy A. Luton,
302 Pacific St., Franklin, Pa.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅛s, ½s and 1-pound tins; Chocolate, ¼ and ½-pound packages.

The Cupp Grocery Co.,
Johnstown, Pa.

Offer No. 106.

We offer the following:—

L. C. Smith No. 2 Typewriter, Serial No. 6,336, in perfect order.

One Beam Nickel Plated Scale Stand, 35 inches high.

One modern Safe, in good order, width 33 inches, depth 26 inches, height 41 inches.

Can be seen at 31 N. Thirty-fourth street. Richard Devine,
31 N. Thirty-fourth St., Philadelphia.

Important Notice to those Advertisi in the Exchange Department.

If the goods advertised do not mo after four weeks, will the owner kind notify us, so that the offer may be d continued? We desire to keep the d partment as clean and fresh as possib and if goods don't move in four weel they will probably not move at all.

PATENTS

and Trade-marks procured promptly —and properly in all countries—

Davis & Davis, Washington, D.

SALESMEN WANTED

We have a few openings in desirable territories for High-grade Salesmen to call on the Grocery trade in connection with Star Egg Carriers and Trays—nationally advertised, and used by more than 59% of the Grocers of the country.

An Excellent Opportunity for men with proven selling abilities.

For particulars, apply

STAR EGG CARRIER & TRAY MFG. CO.
Rochester, N. Y.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any of the goods listed can be obtained direct.

Advertising Novelties.

A. C. Bosselman & Co., 248 Lafayette St., New York City.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enamel Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Games.

J. W. Hance Foundry Co., Waterville, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Nail Files, Puzzles, Key Rings.

Wm. P. Perkins, 118 Nassau St., New York City.

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

WANT-DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—An experienced traveler to sell for import Worcestershire sauce, pickles and condiments of all kinds: one able to sell the better class retail and wholesale trade preferred. When applying state age, experience and copies of references. Duties to commence early in the new year. Address Holbrooks, Limited, Toronto, Canada. 1

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

WANTED

WANTED.—A good scale for weighing parcel post packages up to 50 pounds. Please give name of scale and if possible send cut and name price. Address W. L. Burd & Co., Swengel, Pa. 1

BUSINESS OPPORTUNITIES

FOR SALE.—One of the oldest established grocery stores in Easton, Pa., good location and in growing part of city; stock and fixtures, $1,500; will rent or sell property. This proposition will stand close investigation. Reason for selling, present owner conducted this store for nearly half a century and wishes to retire from the business. For further particulars address A. A., care Grocery World Publication Co., 927 Arch St., Philadelphia. 3

FOR SALE OR RENT

STORES.

FOR SALE.—Fine grocery and meat business in Northern Central Pennsylvania. Dwelling attached to the store, with apartments over same. Good reason for selling. This store does one of the best businesses in the city. Address Box 159, Williamsport, Pa. 4

FIXTURES.

FOR SALE.—Fixtures of a first-class store going out of business; includes glass counters, counter cases, cigar cases, coffee grinder, scales, scoops, stoves, etc. Address J. E. Elliott, Bridgeville, Del. 2

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St., New York

Dayton Moneyweight Scales

S. M. TEMPLETON

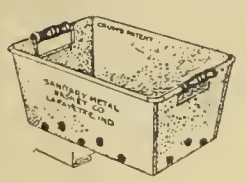
1313 Arch Street, Philadelphia, Pa.

District Sales Manager

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

In Three Homes

When a grandmother, maintaining her own home, and her daughter, maintaining another home, and the daughter's daughter, maintaining a third home, all use **Wheatena** as a regular part of their daily food, what does it mean? Just what we have repeatedly said, that **Wheatena** is peculiarly the food of succeeding generations and when it once gets in it is apt to run through all the branches of the family.

The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Winter Bargains

$85 for a National Check Throwing Cash Register
$40 for a Refrigerator, 5 x 3 x 7 feet high
$22 for a No. 218 Enterprise Coffee Mill, equal to new
$20 for a Toledo Computing Scale
$16 for a large size Star Counter Coffee Mill
$12 for a Ten-pound Grocers' Scale with brass scoop

I also manufacture a full line of Grocers' Tinware, and would be pleased to estimate on what goods you require in fitting out your store. Write for catalog

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

WASHES AND BLUES AT ONE TIME NEEDS NO RUBBING

GUARANTEED HARMLESS

CHASE-O

LAUNDRY CRYSTALS

MAKES THE CLOTHES CLEAN AND SWEET

MANUFACTURED BY CHASE-O MFG. CO. PHILADELPHIA. U. S. A.

Women Will Thank You

¶ **Chase-O** is quite unlike any other washing help made, and can't be compared with any other. With boiling water and a little soap, it will actually do whole washes—gets rid of all the hard work. Women will thank you for introducing them to it—your own wife would. Sells for a nickel, and sells again and again. Look into it.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

This Will Be a Good Year

Let us help you out of a whole lot of trouble with our books this year. Will get you the cash—will hold your transient trade—will control your credit customer—save bookkeeping—prevent disputes and forgotten charges. If you do not use them generally you need some 5or the grouchy fellow and other annoying people. Sent f. o. b. destination anywhere in the U. S. Sell them a book and have only one entry where you have 20 to 50 for an account. Inexpensive. We have sent them by the thousands to the same people for years. We want you.

No Charge for Samples and Literature. No Obligation

FORBES INDEXED COUPON BOOKS

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. JANUARY 3, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	16
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	11
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	13
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	17
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	13
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	16
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	16
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	15
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	1
Tapioca	1
Tea	
Tobacco—Plug	2
Toilet Soaps	2
Vinegar	2
Wood and Willow Ware	2
Yeast Cakes	2

ADVANCES.

Evaporated Milk
Flour
Fresh Fish

DECLINES.

Butter
Cheese
Eggs
Provisions

—1—

SUGAR.

	Barrels.
Cut Loaf	7.00
Eagle Tablets	7.50
Crystal Dominoes, 24 5-lb pkgs	8.60
" 60 2-lb. pkgs	9.10
Patent Cubes	6.35
Confectioners' Lozenge	6.25
Powdered	6.20
Fruit Powdered	6.10
Dessert and Table, 2-lb. cartons, 48 lbs.	6.40
Granulated, fine or standard, McCahan	6.10
" " Franklin	6.15
" extra fine, bbls	6.10
" " 2 lb. bags	6.40
" " 5-lb. bags	6.30
" " 10-lb. bags	6.25
" " 25-lb. bags	6.25
" " 100-lb. bags	6.10
" coarse	6.20
Confectioners' Crystal A	6.10
A Confectioners'	6.00
A No. 1	5.85
A No. 2	5.80
Franklin B	5.65
Extra C	5.40
C	5.25

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.22
First crop, about 28-lb. original boxes	.25
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.26
No. 1, extra quality, 20-lb. boxes	.28

Tetley's, 1, ½ and ¼ lb tins, in 25 lb cases—

	1 lb	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Staff Label, I. and C.	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 100 2-oz. tins, each			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 100 2-oz tins	per doz		.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins	per tin		1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins	per tin		2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400	per doz.		.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300	per doz.		.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.40
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 5 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	85
Brown's Shoe Dressing, 1 doz.	.85
" Army and Navy, 1 doz	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.25
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16
Maracaibo, strictly fancy, mild, choice	.14
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.30½
Mocha Seed Santos, extra fancy	.16¼
Carcas, extra fancy, washed	.19¾
Maracaibo, extra fancy	.17¼
Santos, Peaberry, extra fancy	14¾
Santos, extra fancy	.14¾
Rio, Golden, extra fancy	.14¾
Rio, prime	.11½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12.35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl	per bbl. 2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per l
Creamery specials	.39
" extra, 60-lb. tubs	.37- 38
" first, "	.35- 36
" second, "	.33-.34
" third, "	.31- 32
" dairy, extra, bakers' use, 30-60 lbs	.25-.30
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	33-.40
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.4
Awltru	.38
Milhen Farm, lbs. and ½ lbs	.42
Honebe	.35
Star or S. D., 1 lb., 20-50 lb. bozes	.43
B. B., E. D., 20-50 lb. boxes	.42
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.41
Sheaf ("400"), Elgin, 20-50 lb. boxes	.40
Sheaf	.33-.39
White Rock	.42

CANDLES.

	Per l
P. & G., 8s, 30 lbs	.10
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07
Searchlight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs	.08
Bright Light, 16s, 30 sets to box	per box 1.60

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	7.15
Quarts	4.95
Pints	4.7
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.70
Single lip, wide, 1 doz. cartons	.6
Acme, wide, 1 doz cartons, 5 gross boxes	.4
" medium, 1 doz. cartons, 5 gross boxes	.38
	Per
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.2
" " medium	.25
Black rubber, medium	.24

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gr
½-gross boxes, no rubbers	1.8
Jelly glasses, fluted, bbls. 24 doz	per doz. .1

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.4
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tobasco, ½ pint, 2 doz	.9
Beech-Nut—	
Pints	2.2
½ pints	1.3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	2.7
Medium, 25 bottles	4.2
Large, 12 bottles	3.2

—5—

CANNED GOODS.

aked Beans—
Ritter's ..... .95
B. & M., No. 2 ..... 1.25
Campbell's, 20 oz., tomato sauce or Boston style ..... per case 1.90
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Cruikshank's, No. 2 ..... 1.35
Heinz's, No. 2 ..... 1.40
Dog's Head, No. 3 ..... 1.25
Victory, No. 1 ..... .47½
omatoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .75
" " No. 3 ..... 1.00
ma Beans—
Standard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.50
ring Beans—
Standard, New York, No. 2 ..... 1.10
Extra fancy, New York, No. 2 ..... 2.00
Fancy, New York, No. 2 ..... 1.50
Standard, Maryland, No. 2 ..... .60
ed Kidney Beans—
Standard, New York, No. 2 ..... .95
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .90
orn—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .80
" Maine, No. 2 ..... 1.00
Fancy, Maine, No. 2 ..... 1.25
Shoe Peg, No. 2 ..... .85
Whole grain, No. 2 ..... .75
eas—
Standard, New York, No. 2 ..... 1.25
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Southern, No. 2 ..... .75
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .75
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted Wisconsin, No. 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
eets—
Standard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
ccotash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .95
Fancy, Michigan, No. 2 ..... 1.20
sparagus—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
Tips, No. 1 ..... 2.25
umpkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
pinach—
Standard, Maryland, No. 3 ..... .95
our Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

pricots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.10
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
artlett Pears—
Extra, No. 3 .....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
Standard, No. 2½ 2.15
hite Cherries—
Extra, No. 3 .....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.50
Standard, No. 2½ 2.25
aches, Lemon Cling, Sliced—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
aches, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.45
aches, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
Standard, No. 2½ 1.40

Eastern Canned Fruits.

pples—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.90
ackberries—
n syrup, No. 2 ..... 1.35
n water, No. 2 .....
erries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
aches—
Table, No. 3 ..... 1.35
Seconds, No. 3 ..... 1.15
Pie, No. 3 ..... .85
ars—
Bartlett, Extra Standard, No. 2½ 2.00
Kelser, syrup, No. 3 .....
" water, No. 3 .....
ums—
Heavy syrup, No. 2½ 1.25
Light syrup, No. 2½ 1.00
aspberries—
Mains, in water, No. 2 ..... 1.40
awberries—
Extra preserved, No. 2 ..... 1.80
Preserved, No. 2 ..... 1.60
n water, No. 2 ..... 2.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.90
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	5.00
" No. 1, flat, 4 doz	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb, tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1,50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Sbrimps, No. 1, wet	2.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26 00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	8.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 2, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 2 doz	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	2.60	2.80
Tongue	2.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	2.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	2.95
Libby's—	
No. ¼, 2 doz	2.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Eleven varieties, 10½ oz., 4 doz	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	2.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅓ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ⅛s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 20c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ⅛s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ¼-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	$3

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Meda lion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.3

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.28⅛	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans.....	2.50	.50

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes In case.....	56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 22 boxes in case.....	.30

Bensdorp's Turinos—	
5 lbs in box, 20 boxes In case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box.....	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 54, 10 cent size, 24 tablets in box.....	1.90
Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes.....	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.00
Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons.....	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.31	¼ lb.....	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	2.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams In bundle.....	.48
20x30, "	.90
24x36, "	2.20
Butter, Parchment—	Per pkg.
8x11, 1000 sheets.....	.60
9x12, "	.70
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10
Toilet—	Per case
Extra quallty, 100 rolls.....	5.75
Good " 100 "	4.95
Butter, Wax—	Per pkg.
9x12, about 480 sheets.....	.14½

Bags, price per M—

Sizes	Orlginal Bundles Contain	Panther Ex Heavy Yellow	Woll Heavy Drab
¼ lb	15M	.33	.25
½ "	10M	.41	.29
1 "	8M	.53	.39
2 "	6M	.71	.52
3 "	5M	.84	.61
4 "	4M	1.08	.73
5 "	3M	1.24	.90
6 "	3M	1.54	1.12
8 "	2M	1.78	1.26
10 "	2M	1.95	1.48
12 "	2M	2.30	1.73
14 "	1M	2.85	2.20
16 "	1M	3.15	2.35
20 "	1M	3.45	2.62
25 "	1M	3 95	2.71

—10—

Flour Sacks, satchel bottom— Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.42
24½ lbs., ⅛ bbl.....	.70
49 lbs., ¼ bbl	1.40
No. 2, Manilla light weight—	Per lb.
12 in. rolls.....	.02⅜
15 "	.02⅜
18 "	.02⅜
20 "	.02⅜
24 "	.02⅜
Silk Fibre, No. 1—	
9 in. rolls.....	.02¾
12 "	.02¾
15 "	.02¾
18 "	.02¾
20 "	.02¾
24 "	.02¾
30 "	.02¾
Paper Towels—	
25 rolls, 150 towels each, with holder and basket.....per case	3.75
25 roll lots ..... "	2.75

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime.....	3.90
Baby, 2 doz., glass.....	2.10
Peninsular.....	4.75
Star, 4 doz.....	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	2.75
" family size.....	3.25
" botel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" botel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2 75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.75
Gold (Tall) ..	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles.....	.10
Cocoanut Ripple	.11
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.09
Sugar Cookies.....	.10
Water Crackers.....	.08
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.17
" Butters	.16
Cocoanut Macaroon.	.16
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.16
Sweet Marie.....	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes	.90
Gold Medal Soda, small.....	.45
" " large	.90
Graham Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit.....	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09½
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

—11—

DELIKATESSEN.
Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....
Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sitting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, 37.... less	.38
Sap Sago, 3 to lb..... .....cask, per lb.	.....
" " .....less than cask, "	.22
Roquefort.....12 in case, "	.....
" .....less than case, "	.48
Parmesan, about 30 lbs.....loaf, "	.....
" ....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	.....
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 2.....loaf	.27½
" " .....less than loaf	.29
" square loaves, No. 1, about 25 lbs. each.....per lb.	.23
Limburger, No. 2.....box and ½ box	.18½
" " .....less than ½ box	.20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	18-.20
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	2.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45
	Per box
Fromage de Brie, M. C. C , 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weigbt.....per lb.	.....	
Weiner Wurstel, 16 in tin.....per doz.	.....	
" 8 in tin..... "	.....	
Imported Cervelat Sausage, Rolff's.....per lb.	.....	
Imported Frankfurters.....per doz.	.....	
Goose Breast, Imported, marked weight, per lb.	.....	
Pate de fois Gras, small.....per doz.	3.00	
American— 50 and 100-lb. boxes.		Less,
Cervelat (Circle S.).....	.28½	.30
" (Diamond S.).....	.27½	.29
" Peutonic.....	.24	.25
" Gothaer.....	.32	.33
Salami (Circle S.).....	.28½	.....
" (Diamond S.).....	.27½	.....
" (G. A. P.)	.....	.....
Landjager, short..... per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.18
Smoked Braunschweiger Liver Sausage "		.18
Lacbs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		2.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.20-.22
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass.....	2.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots.....per keg		1.25
Milkers, Y. M .....per keg		.....
Mixed, standard, bbls.....		.....
" ½ bbls.....		.....
Milkers, standard, bbls.....		.....
" ½ bbls.....		.....
Scotland—		
Mixed, large, fulls, bbls.....		.....
" " ½ bbls.....		15.5
Milkers, " bbls.....		.....
" " ½ bbls.....		.....
Marinirte Herring, imported, about 40 in pail..		2.7
Roll Herring, imported, about 25 in pail.....		.....
Spiced Herring, imported, about 40 in pail.....		.....
Norway Stockfish, dry.....per lb.		.1
Matjes Herring .....piece		.....

Bismarck Herring.

Round tins, with key, pint.. ..... per doz.	2 6
" " quart.....per tin	.4
" " 2 quarts.....	.7
" " 4 quarts.....	1.2
Roll Mops, 4-quart tin.....	1.3
" 2-quart tin.....	.7
" quart tin	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand.....per keg	.....
" 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
Cut Spiced, 10-lb. pails..... ..... "	1.4
" 5-gal. keg.....per keg	.....
Russian, In glass jars.....per doz.	.....

Norway Anchovies.

Fancy, keg.....	.....
" ½ keg	.....
" ¼ keg	.....
" ⅛ keg ..... per doz.	3.0
Original package.....per ½ bbl.	.....
Repacked, 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
" 5-gal. kegs..... per keg	.....
" ½-lb. flat tins.....per doz.	.....
" ½-lb. tall tins..... "	.....
" 2-lb. tall tins..... "	2.1

Salt Sardellen.

Original packages, 1902.....per anker	.....
Repacked, kegs, about 8 lbs.....per keg	3.
" pint jars..... ...per doz.	5
" large tumblers..... "	.....
" small tumblers ..... "	2

Russian Caviar.

1-lb. tins.....per doz.	.....
½-lb. tins..... "	.....
¼-lb. tins..... "	.....
⅛-lb. tins.....	.....

German Dill Pickles—Regular Si

60-gal. casks, about 2000.....per cask	.....
50-gal. bbls., about 1200.....per bbl.	9.
15-gal. kegs, about 500.....per 100	.....
10-gal. kegs, about 300..... "	.....
5-gal. kegs, about 150..... "	.....
10-lb. pails, about 50 .....per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	.....
48-gal. bbls.....per bbl.	6.
10-gal. kegs.....per keg	2.
5-gal. kegs..... "	1.
20-lb. pails .....per pail	.....

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	.....
Spitzkugeln ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 In pkg., "	.....
Amandines, 9-lb. tins.....per tin	.....
" small tins..... "	.....

Pickles and Onions in Vinegar

Mixed Pickles and Chow-chow, 5-gal. keg	2
" " 10-gal. keg.....	4

Sundries.

German Egg Potatoes, bags 210 lbs.....per bag	.....
Green Kern .....per lb.	.....
Potato Flour..... "	.....
German Dried Pears..... "	.....
Dried Mushrooms ..... "	.....
Junlper Berries ..... "	.....
St. John's Bread..... "	.....
Bay Leaves.....	.....

COTTOLENE.

Cases, small, medium or large cans	.....
Tierces, about 350 lbs	.....
½ bbls., about 180 lbs.....	.....
Tubs, about 65 lbs	.....

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	.....
" " choice, new, 35 lbs.....	.....
Picnics, full cream, fancy, new, 20 lbs.	.....
Swiss, domestic, about 30-lb. blocks.....	.....
" about 70-lb. loaves	.....
McLaren's, medium, 2 doz.....per doz.	.....
" Club, 2 doz..... "	.....
Red Edam .....each	.....
Philo Cream, 1 doz. 10c. size.....per doz.	.....
Elkborn Pimento, 2 doz..... "	.....

—13—

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.38
Western, selected	.37-.38
Milhen Farm	.40
Swiftru, packed in cartons	.38

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	5.00
" " 3 ring bottle	"	3.25
Capers, Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅗ size	"	2.25
" ½ size	"	2.00
" ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
Cherries in Maraschino, glass, 1 doz	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Curric Powder, pints	"	3.60
" 4 oz	"	2.40
" 2 oz	"	1.40
French Peas, extra fins	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.00
5-lb. cans	per tin	.65
14-lb. cans	"	1.65
Huntley & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
Red Pepper, ring, pints	per doz.	1.25
" ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Musbrooms—		
First choice	per case	32.00
Choice, 100 tins	"	30.00
Hotel, 100 tins	"	28.00
Truffles, ⅛	per tin	.20
" ⅛	"	.35
" ¼	"	.60
" ½	"	1.25
Shrimps, pickled, small size		1.10
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
Lime Julce, Rose's	"	4.50
Hector Rose Water	"	2.25
" Peach Water	"	2.25
Jefted Olives	"	5.25
The Franco-American Food Co.—		Per doz
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Kumeko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
Kumeko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		
12 4s, 10c. size	per doz.	.85
12 10s, 25c size	"	2.00
Cans, 100 cubes	per 100	1.65
Armour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
Armour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
Armour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

	Per doz.
Armour's Solid Extract of Beef—	
Jars, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
Armour's Fluid Beef Extract—	
Bottles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
Keresota	7.00
King Midas	7.40
Gold Medal	7.00
Gilbot rne	7.00
On Top	7.45
Sidbury's Best	7.00
Semper Idem	6.40
Pride of the West	6.10
Sunbeam	6.00
Bridal Veil	7.00
Baker	6.75
Blue Seal	6.20
Sunny White	7.35
Rocker's Best	6.60
Duluth Imperial	6.75

Prepared Flours.

	Per case
Gilt Edge Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz	1.44
2 doz. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

Buckwheat, medium, 12s	1.56
" Flap Jack Flour, 18s	1.50
Uncle Jerry Buckwheat, 36 2s	2.75
" Pancake, 36 2s	2.60

—14—

Presto, 18 pkgs	1.60
Aunt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05¾
New York State Marrows, new, bags about 2½ bushel	5.25
Michigan Pea, new, bags about 2½ bushel	4.15
Red Kidney, 60 lbs. to bushel	5.40
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 1 bushel bags	3.85
Lentils—	Per lb.
000000, 2 10-lb. bags	.16
Less quantity	.16½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	
Less quautity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb bags	" 2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.50
Instantaneons, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz	per case 2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malted Breakfast Food, 36 2-lb. pkgs	4.40
" " 18 2 lb. pkgs	2.20
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" aluminum asst., 20s	4.65
Royal Seal, 36s	4.65
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1 90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymoutb Rock, pink or white	1.17½
Nelsou's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free	per gross 11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 3 doz	per case 3.25
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant; Wine Flavors: Port, Sherry, Madeira	per doz. .90

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I.X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	.12
Cubes or Elbows, 24 1	
Spaghettl, 25 1s	
Vermicelli, 25 1s	.12
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghettl, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghettl, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New. Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1 ... 170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2 ... 230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3 ... 320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4 ... 400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5 ... 550-650	20.00	10.60	5.50	1.25
Shore Bloaters ... 100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1 ... 170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1 .. 200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2 ... 225-250	24 60	12 60	6 50	1.45
Extra Irish, No. 2 ... 300-350	27 00	14.10	7.25	1.60
Medium Irish, No. 2. 350-450	26.00	13.60	7.00	1.55
Irish, No. 4 ... 400-450	25.00	13.10	6.75	1.50
Large Cape Shore ... 100-120	16.00	8.60	4.50	1.05
Med. Cape Shore ... 180-220	.....	.....	.....	.....

—16—

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	8.00	4.60	.....	.....	.....
Herring, large No. 2, Lab. Splits	.....	.....	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" " medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5 50	3.35	.....	.50	.45
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
"Highland Beauty," 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	.....
Gilt Edge, 40 lbs	.06½
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
Pollock	.....
Hake	.....
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

New Extra Scaled Herring	per box .15
Boneless Herring, fancy 10-lb. boxes	per lb .10
Smoked Salmon, whole fish	" .30
Smoked Bloaters, 50s	per box .....
Finnan Haddies, 30-lb. boxes	per lb. .....

FRESH FISH.

	Per lb.
Halibut	-.13
Bass Native	- 15
Salmon, fresh	.15 -.20
Eastern Cod	-.12
Croakers	-.07½
Large Hake	.09 -.10
Haddock	-.08
White Cat Fish	-.15
Red Cat Fish	-.12
Spanish Mackerel	- 12
Snappers	- 12
Eels	-.12
Rock Fish	.13 - 20
Lobsters	-.38
Flounders	-.09
Large White Perch	-.14
Sea Bass	.08 -.10
Blue Fish	.17 -.20
Porgies	.....
Fresh Mackerel	each .25 -.40
King Fish	-.10
Weak Fish	.08 -.17
Butter Fish	-.06
Steak Fish ½c. per lb. additional.	

OYSTERS.

Absecons, Primes	8.50 - 9.00
" Culls	4.00 - 4.50
Tuckerton, Primes	9.00
" Culls	4.50
Cove, Primes	9.00 - 10.00
" Culls	4.50 - 5.25
Blue Points	- 6.00
Rockaway bbls.	- 5.50
" boxes	- 5.75

CLAMS.

Pickert's, cans, No. 1	per doz. 1.00
" " No. 2	" 1.45
Clams	per M 7.50 - 9.50
Necks	" 5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

Caraway	per lb. .15
Celery	" .37
Poppy	" .30
Canary, bags	.08
Rape, bags	13
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

—17—

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09½
" 25 lbs	.09¾
" 48 pkgs	.10
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.09½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.08½
Fancy Muirs, 50 lbs	.07
Extra choice Muirs, 50 lbs	.07½
Extra fancy Muirs, 25 lbs	.08
Pears—	
Fancy California Bartlett, 25 lbs., G. & S	15
Plums pitted—	
Fancy Red, 25 lbs	.11¾
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.13
Currants—	
Knighthood, 40 pkgs	.14
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.12
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.09¾
Hallowee, 70 lbs	.06⅞
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10
50–60	.08¾
60–70	.08¼
California, 25-lb. boxes—	
40– 50	.10½
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.20
California Seedless—	Per lb.
Thompson, 50 lbs	.10
Sultana, fancy, 50 lbs	.09½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08
" 3 crown, 50 lbs	.07½
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.08¼
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	
Crystal, 40 pkgs	.09
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11¾
Valca, Thompson, 40 1s	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ½-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
	Per lb.
Dunham's—	
¼ lb. pkgs., 15 lbs	.29
¼ and ½ lb. pkgs., 15 lbs	.28½
	Per case
Baker's Premium—	
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c. pkgs	2.10

HORSERADISH.

	Per doz.
Diamond Cut glass, 2 doz	.82½
Melleman's, No 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	82½
Sherbert glass, 2 doz	.45

INK.

Arnold's, Black, 3? per bottle	.50
Continental, red, 1 doz	.32½
" doz per box	.67½
" Writing Fluid per qt.	.50
Royal, Black, 3 doz	.25
Stafford, Commercial, 12	.60
	Per doz.
The Ideal Daylo Co—	
Electro Chemical Writing Fluid per qt.	.65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz	.40
" Music Black, 2 oz, 1 doz	.40
" Electro Chemical, 2 oz, 1 doz	.40
Letterine, show card ink, 1 oz, all colors	1.00

—18—

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" dec., 207 "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.40	.50	.70

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal, Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 50
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 40
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	4 60
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.25
Blue Ribbon No. 5 size, 6 boxes in pkg., 24 pkgs. in case	4 00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	3 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 10
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	5 25
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.10
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	5 25
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.10
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 15
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 05
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 00
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 00

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¼
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
	Per doz.
Armour's—	
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

—19—

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1 40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
	Per doz.
Beech Nut—	
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
	Per gal
Pompelan Olive Oil—	
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
	Per gal.
Normanna Olive Oil—	
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2 per case	7.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¾-oz cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17½
Filberts, bales, about 220 lbs	.13
Brazils, large, bags, about 180 lbs	.14½
Pecans, large, bags, about 160 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs	.15¾

—20—

Peanuts, Green—	
Jumbo	.06¾
Fancy, hand picked	.05¾
Virginia, choice	.04¾
	Per bush
Peanuts, Roasted—	
Jumbo	1.70
Fancy, hand picked	1.40
Virginia, choice	1.65
Big Nickel 100 cartons	3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18.25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.00
10-gal. keg	8.50
5-gal. pail	4.35
Sour and Dill—	
45-gal. bbl., 1800s	17.50
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19.00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.25

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.13
" 40 grain	.12
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.09¾
" 40 grain	.09
Beech-Nut, quarts per doz.	2.50
" pints "	
" ½ pints "	
Cruikshank, distilled, white per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.17¾
" " 10–12 lbs	.17¾
" " 14–16 lbs	.17¾
" Skinned Hams	.18
" Cooked Hams	.26½
" Bacon	.23¾
" Dried Beef, insides	.27¾
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	.16½
" Skinned Hams, 18–20 lbs	.15½
" Picnic Shoulders	.13½
Hams, skinback, 18–20 lbs	.14
" 14–16 lbs	.16
" 8–12 lbs	.16½
Picnics, 6–8 lbs	.13
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.27
Brisket Pork	21.00
Jersey Pork, butt per bbl.	21.50
" family "	22.50
Breakfast Bacon, rib in	.16
" boneless	.17
S. P. Bellies, 14 lbs. average	.13
Bologna, 25-lb. boxes	
Boiled Boneless Ham	.22
Beef Tongues, smoked, 5–6 lbs per lb.	.20
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per ca
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70
1 doz. 8-lb. cans	8.50

LARD AND COMPOUNDS.

	Per ca
Armour's Simon Pure Leaf Lard—	
Small	7.28
Medium	7.28
Large	7.28
Swift—	
Premium Pure Leaf Lard, kettle rendered	.10
Silver Leaf Brand Lard, kettle rendered	.10
Jewel, compound	.10
Cotosuet	.10
City Pure Lard—	
Tins, 50 lbs. net weight per lb.	.11
Tubs, net "	.10
No. 1 tins 6 in crate	7.80
No. 5 tins 12 in crate	7.87
No 3 tins 20 in crate	7.95
	Per
Compound—	
Tierces and tubs, about 340 lbs	.10
60-lb tubs	.10
1-lb. tin pails, 60 lbs	.09
5-lb. " 60 lbs	.09
3 lb. " 60 lbs	.09

—21—

DRESSED MEATS.

y Dressed Stock—	Per lb.
Steers	.10 –.14
Heifers	.09 –.13
Cows	.08 –.11
Veal Calves	.14½–.15½
Extra Calves	.16½
Southern and Barnyards	.09½–.11½
Country Dressed	.14½–.15½
Extras	.16½
Sheep	.09½–.10½
Extra Wethers	.11½
Lambs	.14½–.15½
Extra Lambs	.16½
Hogs	.09¾–.10

BUTCHERS' SUNDRIES.

esh Steer Tongues, each	–.80
w Tongues	–.60
lf Heads, scalded	.50 –.75
eetbreads, veal, per pair	.75 –.80
" beef, per lb.	.25 –.30
lf Livers "	.25 –.30
ef Kidneys, per doz.	1.25
ef Livers	.10
ttails, per doz.	1.20
arts, beef, per lb.	.05
lls, beef	16.00
nderloin, beef, western	.22
esh Pork, loins, city	.13
" " western	.13

DRESSED POULTRY.

rkeys—	Per lb.
Western, young hens, 8 to 10 lbs	.28 –.30
" young toms, 15 to 18 lbs	.28 –.30
Old hens and toms	.24 –.26
Common to good	.18 –.20
oilers—	
Philadelphia, fresh killed, 3 lbs. and under to pair, fancy	30 –.32
Philadelphia, fresh killed, 3½ to 4 lbs. to pair	.30 –.32
Philadelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30 –.32
wls—	
Western, fancy, heavy	.17 –.18
Heavy Roasters, 4 to 5 lbs	.18 –.20
Fair to good	.15 –.17
Old cocks	.13 –.14
uabs—	Per doz.
Prime, large, fancy	4.50–5.00
Mixed	3.00–3.50
Dark	1.75–2.00

LIVE POULTRY.

ring Chickens, nearby, 1½ to 2 lbs	.16 –.18
rge Springers	.16 –.17
wls	.15 –.17
posters	.12 –.13
cks, young	.15 –.16
" old	.14 –.15

PRESERVES, JELLIES, JAMS AND MARMALADES.

lies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
chimmel's, 8-oz. tumblers	.80
National, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
eserves—	Per lb.
chimmel's pure, 12-oz. jars, 2 doz...per doz.	1.60
National, 30-lb. pails	.09½
outhwark, 30-lb pails	.06½
" 3-lb. toy pails, per doz.	3.00
n—	
chimmel's, pure, 10-oz. jars, 2 doz	1.40
outhwark, assorted, jars, 2 doz	.90
ange Marmalade—	
Hartley's imported, 4 doz	1.90
chimmel's, pure, 2 doz	1.50
ech-Nut Brand Conserves—	

	Per doz., in glass		
n—	Large	Medium	Individual
Strawberry	3 25	2.00	1.10
Red Raspberry	3.00	1.80	1.00
Blackberry	3.00	1.80	1.00
Peach	2.25	1.40	.80
Cranberry Sauce	2.25	1.40	.80
Concord Grape	2.40	1.50	.90
Plum	.....	.....	.....
Spiced Plum	2.25	.....	.....
Damson Plum	2.25	1.40	.....
hes—			
Red Currant	3.00	1.80	1.00
Black Currant	3.00	1.80	1.00
Quince	3.00	1.80	1.00
Grape	2.25	1.40	.80
Crab Apple	2.35	1.50	.90
Apple, Spitzenberg	2.25	1.40	.80
Guava Jelly	.....	1.80	.....
serves—			
Pineapple, shredded	3.00	1.80	1.00
Cherry	3.25	2.00	.....
rmalades—			
Grape Fruit	2.25	1.40	.80
Rhubarb	.....	.....	.....
Orange	2.20	1.35	.80

Large jars packed one dozen, medium two dozen individual three dozen per case.

—22—

Fruit Butters—	Per doz
Apple, Southwark, 30 lbs. per pail	1.15
" " full 5-lb. slip cover tins, ½ doz. per case	1.60
" Schimmel's, 30-lb. pails. per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz. per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz...per doz.	3.15
" Mother Cook's, No. 14, 2 doz....doz.	.85
Peach, 30-lb. pails. per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum, per lb.	.15
Borax, powdered, bulk "	.11
" lump, bulk "	.09
Butter Color, W. & R, per doz.	2.00
Bluestone, bulk, per lb.	.12
Copperas "	.02½
Camphor, gum, 1-oz. blocks "	.70
" flakes, 250-lb. bbls "	.18
" " less quantity "	.19
" Tar Balls, 250-lb. bbls "	.17
" " less quantity "	.18
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.80
Carbonate of Ammonia, per lb.	.15
Epsom Salts, bbls "	.04½
Glauber Salts "	.02½
Glue, ordinary "	.11
" white "	.20
Gum Arabic "	.50
Haarlem Oil, per doz.	.40
Husband's Magnesia "	2.90
Jamaica Ginger, Hires', flasks "	.90
Licorice, P. & S., 5c. stick, imported "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root "	.12
Putty, 25-lb cans, per 100 lbs.	1.57½
" 50-lb. cans "	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.	.35
" " 10c. size ... "	.75
Paris Green, 100-lb kegs, per lb.	.17
" ¼-lb. pkgs., 50 lbs "	.22
" ½-lb. pkgs., 50 lbs "	.21
" 1-lb. pkgs., 50 lbs "	.20
Rosin "	.04½
Roach Powder, BB, 4-oz. cans	2.00
" " 10c. size, per doz.	.80
Roachsault, 10c. size "	.80
Saltpetre, crystal, about 350-lb. bbls....per lb.	.38
" granulated, about 100-lb. kegs "	.38
Sulphur, flour, 175-lb. bbls, per 100 lbs.	2.50
" 100-lb. bags, per lb.	.02¼
" less quantity "	.03
Venetian Red "	.02
Whiting "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phospbate, Horsford's, 8 oz.....per doz.	4.00
Bath Brick, 25 in box, per box	.60
Sealing Wax "	.03
Silver Sand, per hbl.	1.20
Tar, pts, per doz.	.....
" qts "	.....
" gals, each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums, per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases, per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals. per gal.	.18
" ½ bbls., 28 gals per ½ bbl.	5.60
" kegs, 14 gals per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of .00 boxes	62.00

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 25/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs, per 100	.70
Kegs, 150 lbs, per 100	.80
Granulated, 60-lb. boxes, per box	.60
" Crystal Brand, 24 2½-lb. pkgs., per case	.80

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz. per box	2.75
Kleenatub ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.80
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz. per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size, 100 cans	3.85
" 5c. size, 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz. per doz.	.45
Sunbright Cleanser, Swift, 60s	2.25
Red Seal Cleanser, 4 doz	1.90
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz..	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co....	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 2[illegible] cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	1.50
" 50s	1.00
Queen Regent, 100[illegible]	3.50
" 50s	1.[illegible]
Witch Hazel, 1[illegible]	3.5[illegible]
" 50s	1.[illegible]
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Wing's Pearl Borax Powder, [illegible]	3.00
Gold Dust, Lautz, [illegible]	4.[illegible]
" " [illegible]	3.[illegible]
Oak Leaf, Lautz, [illegible]	.7[illegible]
" " [illegible]	3.7[illegible]
Sunshine, N[illegible]	4.[illegible]
Pearline, [illegible]	3.[illegible]
" 100 5c [illegible]	.7[illegible]
Red Star, Gowan's, Lautz, [illegible]	.7[illegible]
" " " [illegible] size	.7[illegible]
Snow Boy, Lautz, [illegible]	.40
" " [illegible]	.7[illegible]
" " [illegible]	1.7[illegible]
" " [illegible]	1.7[illegible]
" " [illegible], 6 [illegible] in each [illegible]	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs.	2.40
" " 100 pkgs.	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100s	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs.	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs., 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing.
10c. tins, 4 doz. .80
50 lb. 6, 10, 25 lb.

McCormick & Co., Ground—	Per lb.	Per lb
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace		.80
Nutmegs, ground		.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	.26
Tumeric	.09½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05
" less quantity		.05½
Cinnamon, Canton, fancy		.11
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.55
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.25
" large		.28
Pepper, black, original bags		.16
" less quantity		.17
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

Kingsford's, 48 1-lb. pkgs	per lb.	.07¼
" 20 1-lb. pkgs	"	.07½
Best, 24 1-lb. pkgs	"	.03¾
" 48 1s	"	.03⅜
Duryea's, 40 1-lb. pkgs	per lb.	.07¼
" 20 1-lb. pkgs	"	.07½
Niagara, 48 1-lb. pkgs	"	.05¼
" 24 1-lb. pkgs	"	.05⅜
Cream, 48 1-lb. pkgs	per case	3.60
Argo, 24 5c. pkgs	per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¾
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03½
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	4.50
" large, ¼ gross	7.20
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	4.50
" 10c. size	7.20
X-Ray Stove Polish—	
Small, per gross	5.00
Large, "	9.00
Packed ½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs, per lb.		.07½
Weikel's, 24 pkgs, per doz.		.90
Bird Gravel—		
Red, 36 pkgs, per doz.		1.05
Silver, 36 pkgs, "		1.05
Bath Brick, 25 bricks, per box		.77½
Toothpicks, Eureka, 100 boxes, per case		1.80
" Saginaw, 3 doz, per doz.		.37½
David's Liquid Glue, "		.90
" Mucilage, "		.75
" Cone General Mucilage, 2 oz., 1 doz, "		.30
Le Page's Glue, bottle, "		.80
" tube, "		.80
Royal Glue, 3 doz, "		.80
Steel Carpet Tacks—	Per doz.	
8 oz., 100 count		.08½
10 oz., "		.10
12 oz., "		12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case		.92½
Matting Tacks—	Per doz	
No. 11, blued		.12
No. 12, "		.17
Fly Paper—		
Sticky, 10 cartons		2.35
Tanglefoot, 10 cartons		
Fly Ribbon, Tanglefoot, 2 doz, per doz.		.40
Poison, 1 doz. sheets		.20
I-X-L Poison, 50 envelopes		.60
Wire Fly Swatters, leather bound, per gross		3.60
Wax, white and yellow, per lb.		.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, Imported, No. 2, cans, 2 doz	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
	Per case
Karo, cane flavor, 24 2 lb	1.90
" " 12 5 lb.	2.25
" " 6 10 lb	2.15
" crystal white, 48 1½ lb	3.50
" " 24 1½ lb	1.80
" " 24 2 lb	2.15
" " 24 2½ lb	2.55
" " 12 5 lb	2.50
" " 6 10 lb	2.40
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	Per doz.
No. 2, 2 doz	.90
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.90
" " cups	1.25
Turkey, No. 2, 2 doz, per doz.	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.50

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz.
6, R. P., fancy	2.90
7, " "	3.15
6, Household	2.85
7, "	3.15
6, Monogram	3.35
7, "	3.60
Daisy	2.50

Washboards.

	Per doz
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per doz.
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	2.40

Butter Dishes.

Wire ends, 1 lb, per 1000	1.45
" 2 lb., oval, per 1000	1.85

Clothes Pins.

	Per box
5 gross	.45

Mops.

	Per doz
O-Cedar—	
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

	Per doz
Wood Handles—	
No. 34, fibre, strap handles	1.25

Shoe Brushes.

	Per doz
With Handles and Daubers—	
No. 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, " " socket daub, sol. bk.	2.40

Wall Brushes.

	Per doz
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb
Jolly Tar, 5, 10, 15 and 25 lbs	.42
Newsboy	.42
Old Honesty	.46
Piper Heidsick	.71
Spear Head	.46
Standard Navy	.36
Toddy	.39
Vinco	.41
Town Talk	.32

SMOKING TOBACCO.

	Per gro
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ½ gross	6.[illegible]
Sensation, ½ gross	6.1[illegible]
Wild Rose, ½ gross	6.1[illegible]
Omega	6.1[illegible]
Union Leader	6.0[illegible]
Red Man, ¼ gross	6.1[illegible]

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.5[illegible]
Yeast Foam, 1½ doz, "	.5[illegible]

JAN 12 1916

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, January 10, 1916. No. 2

Many a good man is today wearing his heart out trying to bring success to a store which ought never to have been put where it is, and for which there is no room. Such a fight can never be wholly successful; it is always better to give it up.

Are Retail Grocers Letting Their Most Profitable Lines Slip Away? Read the Article by a Correspondent Who Says So.

1915 Was a Strenuous Year for Canned Goods. Read the Compilation of Opening, Highest, Lowest and Closing Prices in All Staples.

A Unique Scheme That Any Association Can Work. Appealing to Consumers Through Local Papers to Keep Their Credit Up.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

MR. GROCER:—

Are you getting your share of the extra business that is being developed in your district by our present advertising of

HEINZ TOMATO KETCHUP
HEINZ SPAGHETTI
HEINZ BAKED BEANS

A window or counter display of these varieties at this time will make money for you. Ask our salesman for special window advertising.

H. J. HEINZ COMPANY

57 Varieties

PURE FOOD PRODUCTS

Say to Your Customers
USE
HIRES
GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

Do Women Say This to You?

"Oh, no, I don't want to bother with it—it spoils too easily."

This is the spoken or unspoken reason hundreds of women have for not using **Rennet** regularly in their homes. All such women will buy **James T. Shinn's Liquid Rennet,** for every bottle is guaranteed. We can safely guarantee it because its making is as scrupulously clean as anything can be.

We also guarantee it to do its work with milk in three to five minutes that's another point to use with women who haven't been using rennet.

And here is the argument to use with you—**Shinn's Liquid Rennet** pays you 100 per cent. profit.

Shinn & Kirk, 1400 Spruce St., Philad'a.

Establish Your Store as a Quality Center

INSTALL

"The World's Best Slicer"

Watch your sales and bank balance grow and the waste disappear. Ask any of the 75,000 users.

Beware of fraudulent agents and imitations.

Every machine absolutely guaranteed.

Write to-day for free demonstration.

U. S. Slicing Machine Co.

1024 Arch St., Philadelphia

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, January 10, 1916. No. 2.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

ROCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

ell { Filbert 3286 / Filbert 3287 Keystone, Race 746

ivate Exchange.

All Checks and Drafts payable to the Gro- ry World Publication Co.

An independent journal published ex- asively in the interests of modern mer- ants of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

ubscription Rates, Including Postage, Payable in Advance:

PER YEAR	
United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
gle Copies	.10

Contents.

	PAGE
st What 1915 Did to Imported Groceries	4
ıy Grocers' Association Can Do This	6
ıere Were Some Wild Fluctuations in Canned Goods in 1915,	6
ll to Fix National Official Weights for Various Food Staples	6
the Grocer Letting the Most Profitable Lines Slip Away?	7
ıong the Trade	7
itorial	8
The Hole in the Granary.	
As to Good Business After the War.	
The Cost of Doing Business.	
Not for Vote.	
Honest Fruit Packing.	
orth Reading and Remembering	8
The New York Letter	9
Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product	10
Selling Talks with Clerks	12
The Grocery Markets	12
Individual Market Reports	12
Correspondence	14
United States Chamber of Commerce Says We Are Going to Have Banner Business Year	14
"The Stroller's" Column (Contributed)	20
Mean as Dirt.	
Weekly Window Display Suggestions	20
Pennsylvania Organization Notes	21
Legal Department	22
No. 345.—When Employees Combine to Force Another Employee's Discharge.	
Goods That Are Being Advertised to Your Customers	23
Science of Advertising	24
Subscribers' Bargain List	26
Want Department	27
"Modern Merchant and Grocery World" Prices-Current	28

Index to Advertisements.

	PAGE
"Advertising World"	14
American Specialty Manufacturers' Association	25
Anderson Computing Scale Co., The,	27
Buckley, Elton J.	4
Burk, Louis	21
California Associated Raisin Co.	10
Chase-O Manufacturing Co.	27
Crescent Manufacturing Co.	22
Davis & Davis	14
Dayton Moneyweight Scale Co.	10
Duryee & Barwise	19
Fels & Co.	27
Fidelity and Casualty Co., The	13
Fleischmann's Yeast	27
Forbes, J. P.	27
Hamilton Corporation, The	5
Heinz Co., H. J.	Cover 2
Hires Condensed Milk Co.	Cover 2
Indexed Coupon Books	27
Lautz Bros. Co.	Cover 2
Lipton, Thomas J.	Cover 4
Manufacturers' Representatives (Association of)	25
Mapleine	22
McCahan Sugar Ref. Co., The W. J.,	Cover 3
McCaskey Register Co., The	19
McCormick & Co., Inc.	11
Nationally Advertised Products	13
National Biscuit Co.	23
Philadelphia Electric Co.	26
Pool, S. H.	13
Postum Cereal Co.	7
Shinn & Kirk	Cover 2
Sperry & Hutchinson	5
Star Egg Carrier and Tray Mfg. Co.,	10
Tanglefoot	Cover 4
Troemner, Henry	Cover 3
U. S. Slicing Machine Co.	Cover 2
Vogt & Sons, Inc., F. G.	19
Wells & Richardson Co.	9
Wheatena Co., The	27
Where to Get Premium Goods	26

Written for the "Modern Merchant and Grocery World."

Just What 1915 Did to Imported Groceries

Well-Known New York Importer Describes Position of Salt and Prepared Fish, Foreign Canned Goods, Olive Oil and Various Other Foreign Food Specialties. An Interesting Recital.

The herring is an article of food almost indispensable for some of our foreign population, like Russians, Poles, Austrians, Germans, Norwegians, Swedes, Danes, etc. Holland herrings are consumed principally by the Germans, Austrians and Poles, while the Scotch and Irish herrings are liked best by the Jewish, Russian and Austrian Poles and kindred nations. The Norwegian and Iceland herrings are taken principally by the Scandinavian people.

Holland had an exceptionally large catch of herrings during 1915, and in spite of the large quantity of Holland herrings taken by the fishermen, prices have ruled higher than for many years past; in fact, a barrel of Holland herrings, which under ordinary circumstances would sell in Holland at about $7, sold this season as high as about $27; naturally, the consumption in the United States of Holland herring this year was practically nil.

Scotch herrings, which under ordinary circumstances would sell at from $10 to $12, sold as high as $25 and over.

Norway herrings, which ordinarily would sell at from $8 to $10 sold at twice that value. The consumption of Norwegian and Iceland herrings this season was about the same as in former years, in spite of the prevailing high prices.

The end of 1915 shows available only very small stocks of all kinds of herrings, consequently very little chance of a decline in price for the very near future.

In Norway the catch of mackerel was only about one-fifth of the quantity taken last season. Usually almost the whole quantity taken of Norway mackerel was shipped to the United States. This year was an exception, as some of the countries now at war took quite some lots of mackerel, owing to the scarcity of other foodstuffs; consequently we here in the United States had to pay high for these Norway mackerel, and the demand has been very seriously restricted by the high asking price, particularly in view of the fact that some American mackerel has been caught of very acceptable quality, and they have made a serious competition with the Norwegian product.

Irish mackerel are also about again as high as they usually are, and naturally the consumption is limited.

The imported sardine situation for 1915 certainly presents very interesting reading. Not so very many years ago imported sardines were considered a great luxury, and comparatively small quantities were imported, but from year to year the quantity imported presented larger dimensions. With the larger output and the larger import, prices have gradually become so low that imported sardines have become a standard on the American market, and a very popular food product, and a comparatively cheap one. Of course, for several years past French sardines have played only a very small part in the markets of the world, as the catch of French sardines has been a failure for several years past. Gourmands who want the best of everything are buying French sardines; that is, well-known, good brands, and are paying the price, no matter how high. The prices for French sardines have been very high for several years past, and the advance which has taken place in this commodity has not been as large this season as in other sardines. When French sardines became so very scarce, the Portuguese product took their place, and very large quantities of Portuguese sardines have found consumption in the United States, particularly as some of the Portuguese packers have adopted the French method of preparing the sardines, and are producing an article which is not only very satisfactory, but really a very fine product. Owing to the advance of all raw materials, tin, solder, colors which are used in decorating the tins, and not forgetting the increased cost of labor, prices for Portuguese sardines naturally have been advanced and sardines of the usual quarter size, which ordinarily would sell at around $7.50 and higher, are quoted today in the market at about $12, not an unreasonable advance, which still leaves the Portuguese sardines a cheap food product. The catch in Portugal has not been very satisfactory, consequently shipments have not been forthcoming as freely as they ought to; stocks here are very small and held only in very few hands and prices are likely to hold firm and are probably likely to advance a little in the near future.

From a very small beginning the Norwegian sardines have come to be imported in very large quantities, and have found favor with the trade in general. Twenty-five years ago an import of 25 cases seemed rather large to us; to-day that many thousand cases are only a drop in the bucket. Norwegian sardines are a real delicacy, a small tender, delicate fish, the preparation of which makes the bones practically disappear, and the skin so soft that it can be eaten with the sardine, and prepared with lots of real, good olive oil, making this not only a delicacy, but a very wholesome food product. All doctors nowadays are preaching to their patients to use lots of olive oil. A great many cannot take olive oil in its natural form, and many have found the solution of this problem by eating some of these sardines, which combine the health and strength giving qualities of the fish, together with the beneficial effects of the olive oil. Of course, Norwegian sardines have always found a large market in England, Germany, Russia and the other countries now at war, but since the beginning of the war the fighting forces have eaten an incredible quantity of these Norwegian sardines. The Norwegian packers, of course, took advantage of the situation and advanced their prices by leaps and bounds and still the buyers did not cease to buy. They could not get enough of them. Of course, we had some Norwegian sardines which we had brought over before the advance, and good-natured, as the American business man is, we continued to sell our stock at prices which were very much lower than their parity in the primary market. Of course, our stocks and those of our competitors are now coming to an end, and if we want to buy any Norwegian sardines to supply our trade, we shall have to pay the same prices that the packers are getting from other buyers, or be without them. As it is, we are afraid that we cannot get those high asking prices, and consequently it is likely that Norwegian sardines will be rather scarce for a short time to come, or until the countries now at war stop buying or buying at almost any price they are asked.

Norwegian sardines, which before the war sold at about $7 or $8 readily, sell to-day at from $10 to $12, and the higher grades in proportion.

Kippered and tomato herrings were imported in very large quantities before the war from England, Scotland and Norway. Since the beginning of the war the import of these commodities has practically stopped, as prices have been beyond our reach. American packers are now endeavoring to put on the markets some kippered and tomato herring, but as the quality of the American herring does not compare very favorably with the foreign product, of course, these American kippered and tomato herrings are not finding very much favor with the trade that is accustomed to eat the imported article. When normal conditions return it is not likely that the American product will be in a position to compete with the foreign article.

At one time, not very many years ago, the American market knew only French peas, besides, of course, the American product, but the home consumption of peas in France gradually became so large that the French people did not have very many peas to offer for export, and naturally, they advanced their prices so that Belgium, which produces a large quantity of peas, became a competitor of French peas in our market and gradually captured the American market entirely for the Belgium product. During 1915, of course, owing to the devastation of Belgium, no Belgian peas were packed, consequently none were received. Italy, which lately appeared as a competitor to the Belgian product, put an embargo on the exportation of peas. Consequently no Italian peas, or very few if any, were received here. This has put the American manufacturer on his mettle, and some very fine American peas have been produced, which are well liked by the trade and which this year have taken the place of the imported product. It remains to be seen whether the American product will be able to entirely take the place of the imported goods after the war is over. Personally, we do not think that this will be the case, because the American product is comparatively too high, although there seems to be very little reason why the American peas should not be able to compete with the imported article.

For many years past Italy has shipped to us very large quantities of preserved tomatoes, tomato sauce and tomato paste. Practically right after the beginning of the war Italy prohibited the exportation of these commodities, and to-day this embargo has not been lifted as yet, as far as the tomato sauce and paste is concerned. Italy stands practically alone, and has no competitor as yet on this tomato sauce. No shipments coming forward, this market, naturally, is practically bare of this commodity, but another fact has to be reckoned with when the importation of this tomato sauce will be resumed. Lately the Food Department of the port of New York found that some of this Italian tomato sauce did not come up to the standard required by the United States pure food laws, and quite a number of large shipments were detained and ordered re-exported. Authorities are not agreed whether the bacillae contained in this tomato sauce are harmful to the public health or not. The scientists claim not, while the Americans differ with them. Be that as it may, when the importation of this Italian tomato sauce is resumed, the consequence will be that a better product will be imported, although it may cost a little more, it will be so much better in quality another blessing of the pure food law.

Sprats, which in spite of the plain marking on the tins, are usually bought and sold for sardines, have been practically out of the market for several months past. We imported these sprats principally from Belgium and from France. From Belgium, of course, none could be had this season, not a single can, because the factories are closed. From France we have been unable to import any, because the prices have advanced so very materially that it would be impossible for us to import these goods and sell them at a profit. It seems that the French Government has taken these sprats, which are somewhat cheaper than sardines, for army food, and a small can of sprats, which we usually sell, including freight and duty, at about $5.50 to $6 per case of 100 tins, is sold to-day by the French packer to the French Government at a price of about $6.75 to $7 in France. Adding to this the duty and the freight, it would make this product unsalable in the American market.

Since the enactment of the pure food law the consumption of pure olive oil in the United States has assumed enormous proportions. Of course, not only the pure food law has caused this effect, but also because it has become recognized that an olive oil food diet is splendid for the human system. Consequently, most, if not all, physicians to-day recommend lavish use of pure and good olive oil. In spite of the very large consumption, and notwithstanding the fact that tinplate, solder, labor advanced, olive oil practically during the entire year of 1915 remained unchanged in price. Only of late, when it became known that the new Italian crop is likely to be a failure, have prices begun to advance, and it is likely that further advances will follow and that we may have to pay higher prices for this commodity in the near future. We still had hopes in spite of the reports as to the poor crop in Italy and reports as to the appearance of the olive worm attacking the new fruit, that these reports were somewhat exaggerated, but we now have absolutely reliable information that owing to the very bad weather prevailing in the olive growing districts of Italy, the crop really promises to be a very poor one; consequently higher prices are likely to be the result.

Another article which only very few years ago was practically unknown on the American market is the Spanish red pepper, called pimentos morrones, in mercantile language. This article has become practically a standard, and is used extensively in making salads, for decorating dishes, and is finding many uses in the culinary department of the finest hotels and of households. The very same article is not produced in any country but Spain, at least nothing that will in any way compare with the Spanish product. The crop in Spain, which promised very well early in the summer, through unfortunate circumstances, proved to be a very big failure, consequently prices for pimentos have been advanced; furthermore, shipments are coming in very sparingly, owing to poor shipping accommodations, and the market is rather bare, while the demand continues excellent.

One of the scarcest articles in the market is French mushrooms and many people write to us that we may not expect further shipments before the end of the war. The reason for the stoppage of shipments of French mushrooms is easily be found in the fact that the experienced working people can be used in packing those mushrooms. Each

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone, Race 746

ose little champignons has to be eled and prepared in a real, fine man-r, and labor being able to do such ork is extremely scarce in France; nsequently little or no mushrooms for me time to come. In consequence of e scarcity, prices are naturally very gh for the little that is still in the nds of the importer.

Before the war we used to import om Germany young cut beans, a de-ious article, in one-pound and two-und cans. Of course, since the begin-ng of the war we have been unable get even a single tin, as no food oducts are allowed to leave Germany. e are trying to substitute for those erman young cut beans similar goods oduced in Italy and elsewhere, but the ality cannot begin to compare with e German product.

What are known as anchovies are the me fish from which Norwegian sar-nes are made, only spiced and delic-usly prepared. Owing to the enor-ous demand for Norwegian sardines e exporters who were in the habit of eparing these little fish for anchovies r export have been unable to secure y, and consequently practically no orwegian anchovies have reached this arket this year. We were fortunate ough to get some supplies from weden, where a similar fish exists, and here they know how to prepare this tle delicacy in excellent fashion. spite of the scarcity, prices are only very little advanced over previous asons

Stockfish is so called because the fish, it is brought on the market looks e a stick. This is codfish, haddock, alfish, lingfish, etc., dried in the open r in the northern part of Norway.

On the coast of Norway, far up in e North, it is a wonderful sight to e all those little mountains covered ith the fish hung out there for drying. tockfish is consumed principally for e Christmas holidays and during the enten season. Owing to the large antities taken by the countries now at ar, prices for stockfish have been out twice as high as they are in or-nary seasons, and the quantities im-rted were somewhat smaller than us-l, as the high prices prevailing, nat-ally, have restricted the consumption some extent.

Garlic, which is one of our principal ticles of import, has had a remark-le career during 1915. Ordinarily, the tle garlic bulb, which is almost a nec-sity to the Latin speaking people, sells from 3 to 5 cents per pound. To-y the best grades of long-keeping rlic sell at about three times that ice. Usually practically all the garlic mes from Italy, but seeing the enor-ous prices which this article was de-anding in the American market, other untries began to open their eyes; they und they also had some garlic, and ey began to ship this garlic to us It me from all over the world, some of came good, some of it bad, but they l competed with the Italian article. ad it not been for this fact we would -day see garlic selling at from 25 to cents per pound, and probably higher. is a peculiar little article, this little rlic bulb, because it only keeps a cer-in time, and garlic taken during the iddle of the summer usually begins to ow and to evaporate by the end of e year; consequently, all this garlic hich has been harvested during the mmer must be sold now, or it will be orthless very shortly. There are a w varieties that are taken, or rather ltivated, in higher altitudes, and those ep for a longer time, and naturally ll at a higher price. At present the arket is well supplied, and prices for e qualities which are not of keeping riety are likely to decline, while prices r the long-keeping variety are surely ing to advance.

Lentils are grown in Russia, but the oduct which we handle is usually imported via Germany. This year, of course, none could be had from either source. We have been successful in securing small shipments from other parts of the world, and lentils which ordinarily sell at about 3 cents per pound are selling to-day at five times that value.

A Happy New Year.

GUSTAV PORGES.

New York, N. Y., Jan. 6, 1916.

New Premium Scheme Appears in the South.

A rather interesting new premium scheme has broken out in the South, known as the G-B Scheme. It is worked among children, and the following, which is taken from a letter sent out to children, shows the scheme:—

There are nine G-B Merchants in Pensacola.

Work for them by getting your parents and friends to pay cash for the things these G-B Merchants have to sell.

These G-B Merchants will pay in rewards for all of the cash trade you send them.

Uuon request, each G-B Merchant will place your name on a Reward Card at his place of business.

Upon request he will then credit you upon your reward card with every cash purchase made by your parents or friends or by yourself.

Also when cash purchases are made, and credited upon your reward card, the customer will be given a slip on which the amount has been written. This slip goes back to you, so that you may keep track of your credits at the different places of business.

When your credits with all of the G-B Merchants combined equals the amount of cash purchases listed opposite the number of the reward which you have chosen from the catalogue—then you have earned your reward.

All you must do is to get your reward cards from all of the G-B Merchants, add the amounts in order to see that they are correct, and turn them over to any one of the nine G-B Merchants, who will see that you get your reward which you have chosen from the catalogue.

Some G-B Merchants already have catalogues. All will have them in a few days.

Get a catalogue and see how many beautiful and useful rewards there are to work for. You will find bicycles, wireless sets, games, baseball goods and guns, skates, fishing tackle and automobiles, vanity cases, sewing sets, dolls and wrist watches. There are over 1,500 different books; and hundreds of other beautiful and interesting rewards.

There is no chance for anyone to lose. Everyone who has friends to make cash purchases of G-B Merchants gets a reward. And you can keep on earning rewards until you possess everything in the catalogue. Just see that your friends and parents ask to have their cash purchases credited to you by G-B Merchants.

Any G-B Merchant will give you a catalogue of rewards for boys and girls. He will gladly explain its use. There will be a catalogue for every boy and girl in Pensacola.

If you are not already registered with every G-B Merchant, go around at once and ask them to register you on a reward card. No purchase is necessary to register.

The sooner you are registered, the sooner you can begin working for a reward.

1916
RESOLUTIONS

Sell more goods

Get new trade and hold it

Get ALL your customer's trade

Stock goods that "move"

Make more profit

HOW?

Use the "Sperry" Service

Give S. H. Green Stamps over your counter

Carry Hamilton Coupon goods in stock

Give your customers what they are looking for

Please your trade—they make your profits

Address Dept. "H" Service

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

There Were Some Wild Fluctuations in Canned Goods in 1915

Tomatoes Nearly Doubled, While Pineapples Dropped a Third. Small Fruits Lower While Beans Much Higher. An Unsettled Year.

We present below the compilation which this paper has for several years presented in the first issue of the year, showing the movement of staple canned goods for the year just ended, the opening, highest, lowest and closing prices. The compilation is by Thomas J. Meehan & Co., the Baltimore brokers. It shows some remarkable fluctuations for 1915. Pineapples declined 33⅓ per cent., peaches declined about 5 per cent., tomatoes advanced about 50 per cent., peas declined about 7½ per cent., berries almost all came down, as indeed did the other small fruits; beans are all higher, baked beans having gone up about 75 per cent.; string beans are lower; pears are slightly lower and corn substantially higher. All prices are f. o. b. Baltimore:—

	Opening	Highest	Lowest	Closing
PINEAPPLES.				
No. 2 Standards, c. and c., sliced, syrup	$1 25	$1 25	$ 80	$ 80
No. 2 Ex. Stand., c. and c., sliced, syrup	1 35	1 35	90	90
PEACHES.				
No. 3 Peeled Pie Peaches	95	95	75	75
No. 3 Standard Yellow Peaches	1 35	1 35	1 10	1 10
No. 3 Standard White Peaches	1 15	1 15	1 05	1 05
No. 3 Standard Yellow Peaches	1 35	1 35	1 30	1 30
No. 3 Extra Standard White Peaches	1 30	1 30	1 20	1 30
TOMATOES, F. O. B. BALTIMORE.				
No. 2 Stand. Tomatoes, f. o. b. Balto	47½	80	45	80
No. 3 Standard Tomatoes	67½	1 05	65	1 05
OKRA, OKRA AND TOMATOES, MIXED VEGETABLES.				
No. 3 Okra and Tomatoes	92½	95	85	90
PEAS.				
No. 2 Standard Early Junes	70	70	60	65
No. 2 Extra Standard Junes	75	80	70	70
No. 2 Sifted Junes	85	85	75	75
No. 2 Medium Sifted Junes	95	95	80	85
No. 2 Extra Sifted Junes	1 15	1 40	1 15	1 20
No. 2 Fancy Extra Sifted	1 30	1 30	1 20	1 20
No. 2 Extra Selected Petit Pois	1 60	1 90	1 40	1 90
SPINACH, PUMPKIN, SQUASH, BEETS.				
No. 3 Standard Spinach	72½	85	70	75
No. 3 Standard Pumpkin	57½	70	57½	70
No. 3 Standard Marrow Squash	75	75	75	75
No. 3 Standard Beets	82½	82½	80	80
SAUER KRAUT, SWEET POTATOES.				
No. 3 Standard Sauer Kraut	60	72½	52½	52½
No. 3 Standard Sweet Potatoes	75	97½	65	67½
OYSTERS AND HERRING ROE				
No. 1 5-oz. Cove Oysters	62½	67½	57½	62½
BERRIES.				
No. 2 Ex. Stand. Strawberries, syrup	1 15	1 20	90	90
No. 2 Preserved Strawberries	1 40	1 40	1 15	1 15
No. 2 Extra Pres. Strawberries	1 50	1 50	1 25	1 25
No. 2 Standard Blueberries	1 00	1 00	1 00	1 00
No. 2 Ex. Stand. Blackberries, syrup	1 00	1 00	80	80
No. 2 Standard Red Raspberries	92½	92½	85	85
No. 2 Stand. Black Raspberries, syrup	1 00	1 15	1 15	1 15
No. 3 Extra White Cherries, syrup	1 10	1 10	1 00	1 00
No. 2 Standard Red Cherries	80	80	60	60
No. 2 Standard Egg Plums	65	70	65	65
No. 2 Standard Green Gages	70	75	70	75
BEANS.				
No. 2 Stand. Green Lima Beans, pole	1 00	1 20	90	1 20
No. 2 Extra Small Lima Beans	1 30	1 50	1 25	1 30
No. 2 Baked Beans, plain	45	77½	45	77½
No. 2 Ex. Pork and Beans, plain	65	80	65	80
No. 2 White Wax String Beans, Cut	62½	62½	45	57½
No. 3 Green String Beans, Whole	72½	70	62½	62½
No. 3 Green String Beans, Cut	77½	77½	65	67½
No. 3 Green Stringless Beans, Whole	87½	90	80	87½
No. 3 Green Stringless Beans, Cut	90	92½	82½	92½
No. 2 Red Kidney Beans	60	85	60	85
PEARS AND APPLES.				
No. 3 Standard Pears, in light syrup	80	85	75	77½
No. 3 Extra Standard Pears, in syrup	95	95	85	85
No. 3 Extra Selected Pears, heavy syrup	1 00	1 05	90	1 00
No. 3 Standard Apples	57½	67½	57½	62½
CORN.				
No. 2 Standard Evergreen, Baltimore	60	65	55	65
No. 2 Standard Shoepeg, county	60	65	60	65
No. 2 Extra Standard Shoepeg, county	65	85	65	85
No. 2 Standard Maine Style, county	60	65	57½	62½
No. 2 Ex. Stand. Maine Style, Balto	70	75	70	75

Any Grocers' Association Can Do This.

Novel Scheme First of Appealing Direct to the Public, Through Local Papers, to Pay Grocery Bills and Second of Taking a Note to Cover All of a Man's Liabilities.

The Hot Springs (Ark.) Retail Merchants' Association is appealing direct to the people of the place, through their local papers, to pay their grocery bills promptly. The association secretary makes the somewhat novel suggestion that delinquents settle by giving a note. Here is an extract of a letter recently published in the local Hot Springs paper by the association secretary:—

> We realize that everybody should be forgiving; we also realize that troubles never come singly and that as a rule when misfortune strikes an individual every merchant who has extended credit wants his money, and some make a special effort to get first money, and such procedure causes well-meaning people to give up and become deadbeats.
>
> As an offset to all such past experience, the Merchants' Association has decided to forgive as we would be forgiven. Now we can only offer our assistance in helping every person who has unfortunately gotten behind with his bills.
>
> Our suggestion is, if you owe more than one merchant, go to the Merchants'Association office and give the secretary a list of all the people you owe or what you think you owe. Then the secretary will communicate with each creditor and get a statement of the amount and notify you that you may come in and make a note covering the entire amount, and every time you make a payment you will be given a receipt showing the balance you owe until all is paid, if it takes 10 years. Such payments will be prorated to the creditors, and no matter how small the payment, it will be appreciated, as long as it is the best you can do.
>
> One of the best ways to start your prosperity is to account to yourself for every dollar you make and spend, and then account to your family and creditors.
>
> We want you to feel that you have honor and that we respect you for that honor. Now we ask that you give us a chance to show that organized merchants can assist the consumers.
>
> Arrangements have beeen made to keep the Merchants' Association office open every night that those who are working may go in the evenings and get their affairs straightened out to their own satisfaction. If necessary, an Arbitrating Committee will be present every night to assist in getting all differences settled without court cost to either party.
>
> Don't let 1916 catch you in debt without knowing just how much you owe and that you will not be sued or worried with collectors and possibly garnishments.
>
> We wish it thoroughly understood that we are not threatening any person or persons regarding their indebtedness. This December settle-up campaign is suggested that it may be used as a gentle reminder for a new leaf to be turned over before the first of the year, and we will all be ready to start off with and for prosperity.
>
> We are not going to persecute any person or add cost for revenge. Our system will save cost to the man who stands in his own light by failing or refusing to adjust his indebtedness.

Bill to Fix National Offici Weights for Various Food Staples.

Introduced in House of Represent tives Providing That All Transactio Must Be at the Specified Weigh Would Affect Only Transactio Between Two States.

Special Correspondence of "Modern Merch and Grocery World."

Washington, D. C., Jan. 7, 191

A bill has just been introduced the House of Representatives whi is intended to establish an offic weight for a long list of staple co modities. The bill provides that transactions affecting the commo ties mentioned shall be upon t given weights. Naturally the b if it becomes a law, affects o transactions in which the goods into interstate commerce.

The official weights proposed as follows:—

> Alfalfa seed, 60 pounds per bush el; apples, 48 pounds per bushel dried apples, 24 pounds per bushel apple seeds, 40 pounds per bushel barley, 48 pounds per bushel; bean 60 pounds per bushel, castor bean 46 pounds per bushel; beets, pounds per bushel; blue grass see 14 pounds per bushel; bran, pounds per bushel; broom co seed, 30 pounds per bushel; buck wheat, 48 pounds per bushel; ca rots, 50 pounds per bushel; clov seed, 60 pounds per bushel; cor shelled, 56 pounds per bushel; co meal, 48 pounds per bushel; cotto seed, 32 pounds per bushel; cra berries, 32 pounds per bushel; c cumbers, 48 pounds per bushe flaxseed, 56 pounds per bushe hempseed, 44 pounds per bushe herds grass, 45 pounds per bush Hungarian grass seed, 50 poun per bushel; Kaffir corn, 56 poun per bushel; malt, 38 pounds p bushel; millet, 50 pounds per bus el; oats, 32 pounds per bush onions, 57 pounds per bushel; t onion sets, 28 pounds per bushe bottom onion sets, 32 pounds p bushel; orchard grass seed, pounds per bushel; parsnips, pounds per bushel; peaches,

)ounds per bushel; dried peaches, 33 pounds per bushel; peanuts, 22)ounds per bushel; pears, 45 pounds)er bushel; green peas, unshelled, 56 pounds per bushel; dried peas, 60 pounds per bushel; popcorn, shelled, 56 pounds per bushel; potatoes, 60 pounds per bushel; sweet potatoes, 55 pounds per bushel; quinces, 48 pounds per bushel; rape seed, 50 pounds per bushel; redtop, 14 pounds per bushel; rough rice, 45 pounds per bushel; rutabagas, 50 pounds per bushel; rye meal, 50 pounds per bushel; rye, 56 pounds per bushel; shorts, 20 pounds per bushel; sorghum seed, 50 pounds per bushel; timothy seed, 45 pounds per bushel; tomatoes, 56 pounds per bushel; turnips, 55 pounds per bushel; wheat, 60 pounds per bushel.

HOLT.

AMONG THE TRADE.

Ira S. Fallin, one of the best own merchandise brokers in this ction of the country, died in a rginia sanitarium late last week d was buried in Philadelphia on uesday last. In his time he has ndled some of the largest ac- unts in existence.

Charles Corby, the former New ork merchandise broker, who was e of the founders of the Corby- bb Co., of Philadelphia, has arried the widow of Thomas V. bb.

Written for the "Modern Merchant and Grocery World."

Is the Grocer Letting the Most Profitable Lines Slip Away?

Chicago Contributor Says He Is and Names Milk, Butter, Fruit and Vegetables, Tea, Coffee and Bread.

For several years past certain lines of quick turn over goods have been slipping away from the grocer. It has been largely his fault that they got away from him. Other people have taken these lines and specialized in them and have made enormous profits out of them. The same opportunity was offered the grocers, but through neglect and a failure to understand all that these quick turn over lines meant to him, he permitted the opportunity that knocked at his door to pass him by.

It looks now as though the time may come when he will lose the bread business, and he not only fails to heed the warning, but utterly fails to appreciate how profitable this business is to him, and how he can make use of it to fight the chain store and the big down town stores.

First, the grocer permitted the milk and cream business to get away from him, and right there lost an opportunity for a profitable business and a daily contact with his customers. Butter is fast following milk and cream. The large creamery concerns are already selling a vast amount of butter direct to the consumer off their milk wagons. Fruit and vegetable wagons, owned by large concerns, as well as by small hucksters, are gradually taking this line away from the grocer. Tea and coffee concerns are building up profitable routes in any number of cities throughout the country and now the bread business is headed that way.

In quite a number of cities—Washington, Cleveland, Los Angeles, Buffalo, Troy, Albany, and several smaller cities—the retail baker who sells direct to the consumer off a wagon is commencing to be a formidable competitor of the grocer for this unusually profitable and desirable bread business. One large retail bakery in Los Angeles runs one hundred and twenty-five wagons, and it is estimated that their business amounts annually to from four to five hundred thousand dollars. This means that from eighty to one hundred thousand dollars is annually diverted from the grocer's cash till to the baker's coffers in this one city by this one baking concern. The grocers of Los Angeles are not only losing this profit, but they are also losing the opportunity to make other sales through the loss of daily contact with their customers that this bread business offers. The housewife who buys from a retail wagon is far more susceptible to the chain store and the big down town store than is the woman who buys her bread daily from the neighborhood grocer.

We feel that this is a subject well worth considering. We are taking the liberty of calling your attention to it in the belief that you are, or will be interested.

W. E. LONG.

Chicago, Ill., January 5, 1916.

Again a big addition to producing capacity is necessary in order to take care of the normal growth of Grape-Nuts sales.

"Normal," we say, yet barely short of phenomenal.

This points a quick "moral" to the wide-awake dealer.

Grape-Nuts is a staple. It stands as the most nutritious—the most valuable—the best balanced ready-to-eat cereal food. It builds health, hence friends. That makes it a repeater.

But the story doesn't rest there. Grape-Nuts advertising is everlastingly on the job, bringing new customers to your store.

Sales guaranteed—profits good.

Grape-Nuts

"There's a Reason"

WITH THE EDITOR

The cost of doing business is always an interesting question, and one which will probably never be settled. Investigators say that the average expense of conducting a retail business is 17 per cent., but they admit that it is almost impossible to make any exact comparison between the expenses of different retailers, because of their different methods of keeping accounts.

The Cost of Doing Business.

The average cost of doing a wholesale grocery business is 6 per cent. One jobber told the writer recently that it cost him only about 4 per cent., but it appeared that he had failed to properly charge up several items which he should have charged up. This sort of thing always makes cost comparisons hard to make and cost conclusions hard to reach. As the National Wholesale Grocers' Association says in its last bulletin:—

> The best evidence that can be offered showing the conditions as they exist in the wholesale grocery business is a comparison of the expense accounts taken from various trial balances. It will be noted that many of the accounts shown are misnamed. In numerous cases the titles do not indicate the class of expense that has been charged to the account. The grouping of the expense by accounts is such that one company will charge an item to a certain account while another company will charge the same item to an entirely different account, making it absolutely impossible to compare the resultant figures. The list of accounts shown below is taken from the books of five companies doing an annual business of from $600,000 to $7,000,000, and it is evident that these companies could not make any comparisons whatever of expenses.
>
> The first and most important step toward installing uniform accounting methods is to standardize all accounts carried on the books. In order to obtain comparisons every member of the association should charge the same items of expense to the same account. This idea should be carried further than expense accounts and would apply as well to the inventory purchases and income.

Will this ever be done? No. It will not generally be done either by wholesale grocers or by retailers. The bookkeeping systems most firms use are as firmly settled upon them as their habits of dressing. They think they are the best for their business, and while somebody else's method may be the best for *his* business, it wouldn't apply to theirs at all. So it goes, and for that reason we will probably always be more or less in the dark as to what it costs to do business. The article by the Harvard Bureau, published a couple of weeks ago, is the most useful information on the subject which has as yet appeared.

Not long ago a jobber who needed to know something about the financial standing of a retailer in a small town, wrote a friend who lived there and received the following:

The Hole in the Granary.

> This man is honest to the core, and I believe he has enough ability in his line to make a success, but for some years he has just about been holding his own and every once in a while I hear of claims against him in the hands of our Justice of the Peace. They are always paid without suit, but I do not imagine this lessens the damage to his reputation. I have owed this man a small account three or four months. Have asked him for a bill at least a dozen times and every time he tells me he has been too busy to figure it up, that he expects to get around to it within the next few days, and anyway, he is not worrying about the money.

This man is a type of many who, though honest, possessing adequate ability and doing a living business, are nevertheless always in a hole and usually can never understand why. If the business is a living one, then the trouble is one of two:

1—The owner of the business is trying to do his bookkeeping and billing himself and lacks either the time or the ability to do it; or

2—His whole store system is wrong or he has an incompetent bookkeeper.

There is no excuse whatever for such a man letting himself be sued for small claims before a justice of the peace, or sued for anything, for that matter. He needs a manager and the manager might well take the form of a competent bookkeeper, who would get good money for good service. Or, if the business would not stand that expense, then some one of the standard patent systems would serve.

The National Wholesale Grocers' Association is taking a poll of its members as to whether hams and bacon, cased in the usual canvas, are "in package form." The question is important. If they are in package form, they must bear the net weight on the label, which would be more or less of a nuisance because meats shrink and putting a weight on which would remain forever correct would be a difficult problem. If they are not "in package form," they need not be labeled with the net weight.

Not for Vote.

With all due respect to the association and its members, they might as well save their breath, for this is a question of *law*, and the courts alone can decide it. It wouldn't be a question at all if legislators had sense enough to say what they mean in their laws.

As a means of providing competent packers for the fruit crop produced in British Columbia, the Department of Agriculture will hold a series of packing schools in the Provinces this winter. As in previous years, the local administration of the packing schools will be placed in the hands of a responsible body, such as the Farmers' Institute or the Fruit Growers' Association.

Honest Fruit Packing.

The Department of Agriculture provides the instructors, pays their expenses and bears the cost of fruit and all other legitimate expenses except that of secretarial work, the rent of buildings, heating and lighting. In addition to the packing work, modern methods and equipment for packing, packing for exhibition and the fruit marks act will be studied.

Pupils who score 75 per cent. in the packing school and put up creditable packs for the Department prizes the following autumn will receive diplomas from the Department.—From a Consular Report.

I wonder whether the packers a taught that good fruit packing i cludes facing—putting a beautif layer on the top and trash unde neath. American packers seem have that idea, although in Flori they go further than they do an where else. There are strawberri coming North from Florida th year, and retailing at $1 to $1. per box, which are absolutely i edible below the first layer. I ha always looked on this as an attem to steal.

Some of the croakers who st refuse to believe that the prese prosperity is mo than the mer flash in the p argue that all t big business we are having is co ing from the war; that it is not any sense a reflection of sou *domestic* business conditions, a that as soon as the war ceases, it is bound to do in the not dist future, all the big business will stantly disappear, and we will more stagnant than ever.

As to Good Business After the War.

It seems to me that there is no ing to this at all. True it is t the bulk of the enormous busin in most lines is due to the war, a that if the war hadn't come the ders would not have come eitl And very likely when the war e this business will not stay. *the millions of money which h come, and will come to this cou from those orders will stay.* I as if the domestic business of country had received additi capital—new blood. With thi is bound to go ahead with n vigor than it had before, even i a little while the industries have nothing but purely dom business.

This new blood is bound to into everybody's veins sooner later. It comes first to the

Worth Reading and Remembering

Trained clerks sell more goods, satisfy more customers, make fewer mistakes, and help increase trade and profits.

The best way to train clerks is to hold a school.

Make your meetings informal; invite clerks to criticise anything pertaining to the business. Get them to offer suggestions.

In teaching your school, use large sheets of paper, and pencil or chalk, which appeal to both eye and ear. Write out the subjects and draw pictures.

is like the Bethlehem Steel Co.,) are actually making goods for ort. It is then diffused into the is of numerous other concerns n which the Steel Co. buys, and used by them again indefinitely. ch of it also gets out through thousands of workmen whom Steel Co. employs on its foreign ers, and through them it goes to innumerable retailers who sup- those workmen with their daily ds.

iven plenty of money in free ulation, we cannot help but be sperous, war orders or no war ers.

Refilling Packages.

To buy crackers in bulk and then fill the cans of well-known manfacturers with the bulk goods of nother make is a practice fraught ith peril. It could only be atmpted on the supposition that the istomer is a fool. There is a fool the transaction, but it isn't the istomer.

The same words apply to the simar use of other bulk goods.

It may happen accidentally in me cases, but such accidents are ngerous.—"Ideal Grocer."

ot only is this true of putting one ufacturer's products in the recepe of another, but the same is true of ing can covers of one manufacturer the can of a competitor.

The New York Letter

Specialty Manufacturers' Issue Address to Retailers. Cigar Dealers Want Stevens Bill. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, January 7, 1916.

The American Specialty Manufacturers' Association has issued a New Year's greeting to the retail trade of the United States, over the signature of president-elect Carl A. Lautz. It is sufficiently worthy to reproduce here:—

December 30, 1915.

To the Retail Grocers of the United States:—

The American Specialty Manufacturers extend a most cordial New Year's Greeting and the compliments of this joyous season to their friends of the associated industry of retail grocers.

No industry can be successful or satisfactory where mutual confidence, good faith and fair dealing are absent. In striving to perfect such mutual confidence, good faith and fair dealing in the merchandising of grocery specialties, the *American Specialty Manufacturers' Association is equally promoting the best interests of the retail grocer and the specialty manufacturer.*

I venture the assertion that there is no greater or more valuable a friend of the American retail grocer than the American Specialty Manufacturers' Association. Why? Because it is the object of this association to standardize, stabilize, perfect to the highest degree of efficiency and render as profitable and as satisfactory as possible, to *all parties concerned*—the grocery specialty business.

The stamp of the American Specialty Manufacturers' Association stands for a square deal, and for sound business conduct for the retail grocer, ensures a genuine specialty order, fairly and efficiently taken, given and filled, affords protection against imposition and secures a satisfactory and profitable transaction.

An industry cannot prosper when its component parts are each, respectively, striving to gain an unfair advantage over or impose upon the other. Immeasurable and just prosperity awaits that industry, on the other hand, which adopts a principle that the greatest efficiency and good of each is the greatest efficiency and good of all, that the enlightened and sincere co-operation of all to standardize the business transactions of the industry is to the greatest benefit of each.

It cannot be questioned that the welfare of the great grocery commerce of this nation is measured by the welfare of the retail grocer, and that upon the welfare of the grocery trade depends to such a considerable degree the welfare of the nation. And this association is earnestly and actively working to promote the best interests of the retail grocer by encouraging efficient, fair and sound commerce in grocery specialties.

We wish for every retail grocer greater prosperity and happiness than ever before in the New Year. We offer our sincere appreciation for your co-operation in the past and ask your continued co-operation in the future.

* * *

The National Cigar Leaf Tobacco Association has sent a strong letter to the chairman of the House Committee on Interstate and Foreign Commerce, urging that the committee recommend the passage of the Stevens bill, which would allow the manufacturer of trademarked articles to fix the retail price. A part of the letter is as follows:—

> In no industry has habitual price cutting produced such widespread disastrous results as in that devoted to the manufacture of cigars. It is the chief weapon of monopoly and has been employed most effectively in crushing out the retailer and the independent cigar manufacturer and in seriously injuring the cigar leaf grower, packer and distributor.
>
> The business of manufacturing cigars, especially those selling at the popular price of 5 cents each, is today conducted on an exceedingly narrow margin and in the case of many establishments is positively

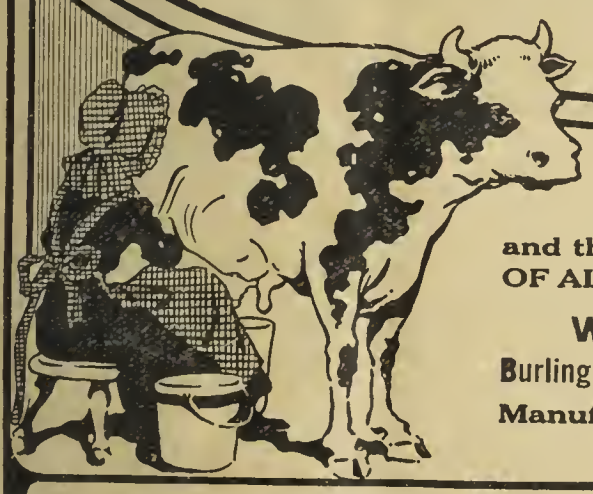
(Continued on page 13)

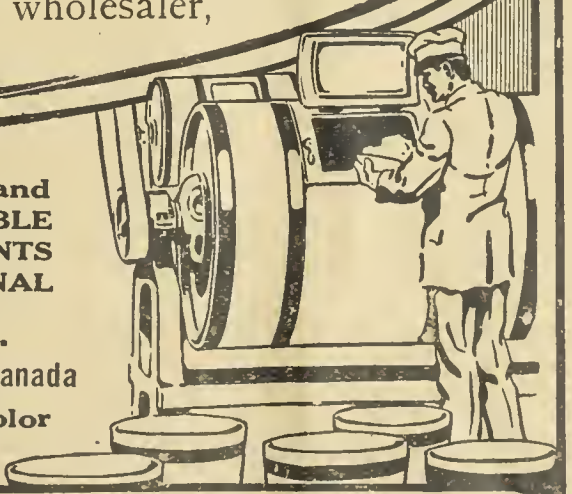
Profits From This Color Are Generous

"Dandelion Brand" Butter Color Sales give you a generous profit.

"Dandelion Brand" Butter Color

Your customers too get their generous profits from "Dandelion Brand." This famous old reliable color gives the golden shade that makes their butter bring top price from wholesaler, retailer and consumer.





We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color

Dandelion Brand Butter Color

The color with *the golden shade*

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—Ed.]

No. 10.—By John A. Lake, Retail Grocer, and First Vice-President of the Michigan State Retail Grocers' and General Merchants' Associations.

NOTE.

Mr. Lake testified before the Committee on Interstate and Foreign Commerce of the House of Representatives in favor of the Stevens bill. His testimony became really an argument between himself and the various members of the committee as to whether the retail prices of food products should ever be fixed by the manufacturer. The argument was so intensely interesting and so closely touches the business of the readers hereof that we have obtained a stenographic report and here present it. It is not only intensely interesting, but gives a vivid glimpse of the feeling of the members of the Congressional Committee on the subject of price regulation.—Ed.

—

(Continued from last week.)

Mr. Decker. Where the cost of materials and labor, etc., does fluctuate, then there must be a fluctuating in price?

Mr. Lake. There must be a fluctuating price; yes, sir.

Mr. Decker. In other words, the law of supply and demand holds in your business the same as in anybody else's?

Mr. Lake. It certainly does.

Mr. Decker. Would not this proposition you are asking here to be passed then in a measure tend to change that law of supply and demand?

Mr. Lake. I do not understand that it would in the least. I do not think that any manufacturer who had the interest and life of his own business at heart would be foolish enough to come under a copyrighted or trade-marked article with a fixed price if it was going to put him out of business in one month or in one year, and he could not exist under this if he did not give a good value to the consumer.

Mr. Decker. Would that not depend upon the competition of other manufacturers?

Mr. Lake. I think the law makes provision for that, that a man having a monopoly, a trust, or anything like that, cannot possibly come under this, and, as I say, I would approve of a department here that passes on these very carefully before giving any company a right to put out anything under this law whereby the consumer did not get value received for his money. I would oppose such a law. We do not want a law that skins the consumer. We want a just law for the disposition of goods to the consumer. That is what we are asking for. A law that will not harm the consumer, but yet will put business on a legitimate basis and help to make better merchants.

Mr. Decker. I cannot see yet, if this is a good thing for one article, why, then, is it not a good thing for just as many articles as you can make it apply to?

Mr. Lake. Yes; I agree with you there, if value is given.

Mr. Decker. Do you not reach this situation? The tendency, at least, would be to do away with the incentive between distributing agencies, such as grocery stores and drug stores, to lessen the cost of distribution. For instance, if every manufacturer in the country manufacturing every article, we will say, could make a fixed price and turn it to the distributor at a fixed price, what incentive would there be for that distributor to economize the methods of distribution; to get his rent reasonably; to see that his work was done in the most efficient and economical way; that his deliveries were made in the most expeditious manner and by the most economical method, to the end that he can run his business on a competitive basis and get a good business and at the same time get the trade of the public because of his economies and efficiency?

Mr. Lake. My answer to that is this: That a good location, a good business, a good delivery system, and good men are the only basis upon which any modern business can succeed.

Mr. Decker. Why will that not protect you in this case just as far as you can be protected by fixing prices?

Mr. Lake. In the first place I will take this as an illustration. The policy of my firm in dealing with the public has never been to see how low we could sell goods to the public. It has been to give the greatest value possible for a fixed or a certain price. When we buy our prunes, if we are selling them at 15 cents, we buy the best we can sell at 15 cents, and we do not sell two or three kinds out of the same drawer. We try to follow that out in all of our business. We pay our men good salaries, because they are worth it, and because a high-salaried man is the cheaper man of the two, and we want laws that will help to continue our business along that line.

Mr. Decker. I venture the suggestion that in all probability, following that method, you are successful in your business?

Mr. Lake. I believe we are, sir. I have no question about it at all. It has been our policy from the time we began business.

Mr. Decker. Are the prices on such commodities as you speak of now, the Ivory soap, for instance, are they fixed to you by the manufacturer? Can you not cut the prices on Ivory soap?

Mr. Lake. We can, if we see fit.

Mr. Decker. You have got along all right under the present system?

Mr. Lake. And I can continue to get along all right.

Mr. Decker. Do you know of many reputable merchants who have not got along pretty well?

Mr. Lake. Yes; I can name lots of them. We have been fortunate in never having unprincipled competition next us in cut-rate goods.

Mr. Barkley. You do not want one next to you?

Mr. Lake. Not if it can be avoided.

Mr. Barkley. And that is why you want this law passed?

Mr. Lake. If he did come in and cut on inferior articles—

Mr. Barkley (interposing). If those inferior articles were trade-marked articles, he could not cut on them under this law, could he?

Mr. Lake. He could not cut on them under this law. He would have to make a profit on his service on those articles just as he would have on his poorer goods.

Mr. Barkley. Although he might sell it at two-thirds of its registered price and still make a profit on it, because the manufacturer told him not to cut?

Mr. Lake. I am afraid you have the wrong idea about the groceryman's profit.

Mr. Barkley. From the rate I pay for groceries I have a pretty exaggerated idea of their profits.

Mr. Lake. Perhaps you are dealing at a bargain store.

Mr. Barkley. No; there is no bargain in it. Take the Keencutter safety razor, for instance, manufactured by the Simmons Hardware Co. It is marked on the box $3.50. Now the Simmons Hardware Co. gets from the retailer what it asks for that safety razor, whatever it may be?

Mr. Lake. Yes, sir.

Mr. Barkley. The wholesaler gets his price when he sells to the retailer. Now, what interest has the wholesaler in what happens to that razor after the retailer gets it, whether he gives it away, throws it in the river, or sells it at exactly the price he paid for it, or makes a profit of 5, 10 or 20 per cent. on it?

Mr. Lake. In the first place, he cannot keep his razor in the hands of the best dealers unless the merchant through whose hands it passes will take a reasonable margin of profit for his services.

Mr. Barkley. If the manufacturer gets his price for it and keeps on getting his price for it, then he can continue keeping up the grade of the razor, can he not?

Mr. Lake. He can, provided he can keep on getting his price for it.

Mr. Barkley. He does not have to sell it unless he does get his price for it?

Mr. Lake. That is all right

Mr. Barkley. As long as there is a demand for his razor he can get his price for it, can he not?

Mr. Lake. As long as there is a demand for it, but that demand ceases when that article does not yield margin enough to keep it up to his highest competitor's standard?

Mr. Barkley. What do you call a poor merchant?

Mr. Lake. A merchant who will sell that razor at cost and turn around and charge you two prices for the next article you buy.

Mr. Barkley. If he charges two prices for the next article I buy and I get skinned on it, I will not trade with him again.

Mr. Lake. You may not know it. It may be an article with which you are unfamiliar, but you do know the price of that razor.

Mr. Decker. If he got skinned that way and never found it out, would there not also be danger, if you allowed the manufacturers to fix their prices on down to the consumer on these proprietary articles, would there not be danger of the consumers getting skinned for a long time that way and not know it? For instance, take the good old Owl cigar. That was sold a long while, and I have been told by people used to smoking good cigars that it used to be an awfully fine cigar. But I have heard people say that it is not as good as it used to be. How long could they sell those cigars at that fixed price before the people knew they were getting an inferior article?

Mr. Lake. If I could judge a good cigar, which I cannot, as well as I can judge some articles in the grocery business, it would not be very long.

Mr. Decker. I will not say that is so about the Owl cigar, because I smoke the Ofty.

Mr. Lake. I take this ground, gentlemen, and I wish to thank you for your time, but the majority of articles in a grocery store could never come under this law. It would be the smaller number.

Mr. Decker. What I am getting at is, is it not a fact that a good many of these evils could be done away with by State laws against fraudulent advertising?

Mr. Lake. A good many of them can.

The pure food laws, the good advertising laws, the good interstate commerce laws are the best things for the people and the reliable merchant that can possibly happen, and it is those things we are asking for.

Mr. Decker. But you are asking here to do away with the law of supply and demand?

Mr. Lake. I am not. Leave the law of supply and demand where it is.

Mr. Decker. The law of supply and demand does not recognize any fixed price by law.

[THE END.]

—

Salesmen versus the Mail.

Did you ever stop to think how much money you can save by buying coffee and tea by mail? You will be surprised at the difference at the end of the year. Of course, it is important that you deal with a responsible house, but you know all coffees and teas can be matched, and when once matched the types can always be kept on hand so that you can obtain the same grade each time. Messrs. Duryee & Barwise, of 5 Greenwich street, New York, specialize selling teas and coffee by mail.—Ad

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co
Membership 6,000 Growers
Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St New York

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

SALESMEN WANTED
We have a few openings in desirable territories for High-grade Salesmen to call on the Grocery trade in connection with Star Egg Carriers and Trays—nationally advertised, and used by more than 59% of the Grocers of the country.
An Excellent Opportunity for men with proven selling abilities.
For particulars, apply
STAR EGG CARRIER & TRAY MFG. CO.
Rochester, N. Y.

A Romance in Business

Twenty-five years ago—less than the
e of a single invention in these days
progress—Willoughby M. McCor-
ck and two girls began bottling flavor-
g extracts and drug specialties in a
all way. They bottled them so well,
d the market expanded so naturally
consequence, that the business had
grow. In a year Mr. McCormick was
ined by his brother, Roberdau A. Mc-
rmick. Then it became advisable to
corporate to perpetuate the family
me, which was done in Maine about
ne years ago, with a capital stock of
00,000. Reincorporation under the
ws of Maryland followed, with the
pitalization increased to $500,000,
hich does not nearly represent the
lue of the business.

To-day with a five-story building,
vering a floor space of more than three
res, the firm has not enough room
handle its business and has to pro-

de outside storage. Where Mr. Mc-
ormick could have carried his original
ock in a suit case, to-day ships can-
ot bring raw material rapidly enough
feed the machinery which is dumping
e output of this remarkable concern
to every nook and corner of the
untry.

In a comfortable little lecture room,
the third floor, 57 salesmen from all
rts of the country—two of them from
an Francisco, three from Philadelphia,
ur from New York City, and others
om chief points of competition—have
en spending the past week attending
nferences addressed by experts. They
ve been learning the bigness of this
altimore enterprise, digging into de-
ils of quality, prices, packing, markets,
mpeting methods. It is a plan typical
McCormick energy. At the close of
very year these salesmen, constantly
owing in numbers, come together and
mpare notes. One visiting the plant
d inhaling the rich odors from many
nds might imagine in comparison the
aders in spices who met in the mar-
ts of the East when their goods were
ken by caravans to Rome and Greece,
d later into England. As no one of
ic traders of the days before the Gauls
tought of plunging ships, snorting
ains, automobile relays, perhaps none
f the trained salesmen sitting in con-
rence above Pratt street think of the
eroplane-freight of to-morrow, but
eir business is with the future as well
s the present, and the story of the
ast is one that makes them look far
head to expansion of the future.

Willoughby McCormick, president of
ie company, is a man who might be 45
r 55, but who has the energy and youth
f 20. His age makes no difference.
When he and his two girls started put-
ng things in bottles a quarter of a
entury ago he was a very young man.
ow, as the business has expanded, he
as found time and opportunity to be
ctive in many things, all of which have
ie good of community as their ob-
ective. For instance, he was one of
ie founders of the Drug Exchange of
altimore, which until it became an im-
ortant section of the Merchants and
Manufacturers' Association, exercised
n independent function of great service
the trade. He was also one of the
rganizers of the Flavoring Extract Manufacturers' Association of the United States, which is one of the most important of all the national trade organizations. His penchant for organizing carried him into the launching of the American Specialty Manufacturers' Association, of which he was the first vice-president, and he has been a member of the directorate and Executive Board ever since it started. Another national position is in the directorate of the Chamber of Commerce of the United States, in connection with which he has plenty of opportunity to follow his hobby as chairman of the special Committee on Uniform Drug and Food Regulations. Among his local activities there may be mentioned that in addition to being a director of the First National Bank of Baltimore, he is also president of the Baltimore Commercial Bank, which was recently organized with a capital of $500,000 and surplus of $100,000. This bank is peculiarly intended for the use of business interests of Baltimore and the Southland, and has a big field to cover.

Two of the firm's hobbies are food purity and domestic science, or the science of cookery. Under the president's direction the firm has published a splendid manual of cookery, full of recipes from the best cooks of Maryland and the Virginias, in which dishes are preserved from our Colonial period—dishes which gave the South the gastronomic championship of the world. At least, let no wise man intimate that other cooking is better, for of that and its useful women the South is proud. The book is full of useful general information, too, such as weights and measures, time table, marketing hints, rules for choosing foods and things worth knowing in the Children's Corner. Bee Brand spices and Banquet Brand teas are recommended—and why not? For it is a matter of record that every single product of the McCormick house exhibited at the Panama Exposition won the gold medal.

In a recent interview, Mr. McCormick said: "Take spices and extracts. One of the things we have to fight hardest against is the habit of buying compounds for extracts from old women and cripples who peddle from door to door. As an example, there is Vanillin, which is made of cloves or coal tar; there is Coumarin, made of deer tongue or coal tar. They are both synthetic compounds, absolutely no good except as imitations and to sell from door to door, and they are palmed off on any number of women who do not understand the imposition and allow them to be substituted for real Vanilla extract.

"That suggests the pure food law. I don't know whether you've studied the pure food laws or not, but if you haven't, look them up. The intention is all right, but it doesn't go far enough. For instance, the pure foods law says that vanilla extract must have 13 ounces of vanilla beans to the gallon. We use 16 of the very best vanilla beans. Where the law falls down is that it does not emphasize quality. It just gives you weights and measures. To explain, there are five grades of vanilla beans, running all the way from $1.50 to $6 per pound in cost. What makes the difference in price? Why, quality, of course—goodness of the bean. But if you use 13 ounces of beans at $1.50 to each gallon of extract your product is just as pure, under the law, as that of the man who uses 16 ounces of beans at $6. Now, what we are after is quality, which in itself insures purity with proper treatment. The law makes no mention of quality, provides no protection in that respect."

The McCormicks are educational in their work, too. In addition to the Manual of Cookery, they have current publications, including one booklet on "Tea: Its Early History," and another on "Spices: A Textbook for Teachers." Both books are thoroughly illustrated, and the textbook on spices has had the unusual compliment paid it of being bought in large quantities for school purposes by such schools as the Pratt Institute.

A journey through the McCormick house would pay anyone who desired swift transportation from the humdrum modern business life to the atmosphere of the Far East, with its romance and fragrance. As has been said before, it is a far leap from the waters of the lowly front of Baltimore, twentieth century, to the Kingdom of the Sounds of Odors, where every delight wafted to the nostrils is a song or a poem. In that kingdom there is much machinery, but it never quite displaces the fancy that is there for any quick imagination or the flavor of the Orient.

On the first floor are the offices, the first inclosure being an information bureau, the second and third offices of the Messrs. McCormick, then the general offices, stenographers and mailing rooms; back of that great storage rooms, filled with tea and imported raw material for spices and extracts. There is on this floor, too, a profit sharing department, where retailers and jobbers reap the benefits of their energy by gifts of ascending value. This is for retailers and jobbers only and does not extend to the consumer.

The first room entered is the filling room, where containers are filled by machinery with various grades of teas. There are several rotary machines which at the same time weigh and fill containers, passing them on by a belt conveyor to girls who rapidly handle the finishing touches. Next comes the extract department, where first an automatic labeler turns out 14,400 bottles a day, all properly marked and ready filled before labeling for contents. These are then passed on to rotary filling machines fed from a tank on the next floor above, through a pipe system, with any one of the many extracts manufactured by the McCormick concern. On the revolving table of the machine the bottles stand, coming each in its turn under nozzles, which pour contents into 130 gross a day of two-ounce bottles.

Back of this room there is the assembling room, where all the products are brought together to be sent to the packer, and by him dispatched in chutes to the shipping department and dispatched.

Another room contains more than a dozen grinding machines, successors of the old-fashioned revolving stones and designed to keep in all the oils formerly lost in grinding spices. Before the grinding machines came into use any pungent product being treated would send a thick aroma into the free air, which was just so much loss. All this is now saved, and with the grinders pepper could be handled in any quantities and an operator standing at the machine would hardly detect the odor.

In the next room there are vacuum cleaners for seeds, showing up brilliantly in their scrupulously spotless red enamel. Every seed and spice that goes through the mills is first thoroughly cleaned, as are also all the teas and herbs, so that when the raw material finally reaches the consumer the finished product is in the cleanest possible condition. In another part of the building there are dusting machines, and in every case all the products being cleaned pass over magnets, which attract and hold any metallic substance that may accidentally have found its way in, during handling.

Passing the printing plant, equipped completely to handle all sorts of incidental publications, the visitor reaches the stairway to the third floor, and ascending finds rotary machines and belt conveyors actually using brains to do the work of many hands. There is a machine, for instance, in two parts that does everything but sell the product. In one end a boy feeds flat cardboard knock-down boxes. The machine grips, bends, folds, pastes all but one open end, and passes the box down a belt under a hopper, which automatically feeds the exact measure of contents. Then the conveyor continues, carries the package around to the second half of the machine, and that half takes the package, closes and secures it and delivers it to the packer.

You have seen pepper and bought it, delivered by the grocer in neat tin boxes, but you probably never realized how a machine weighs, fills, caps and assorts with unerring accuracy. Here, again, are rotary machines, the tables carrying many boxes under the hoppers for filling and passing on to inspectors, who check, weigh and inspect the contents. From the machine each tiny box goes by conveyor to the next man, who puts each under a stamping arm, which fastens the tin lid on securely. Then up a bucket belt and down a chute to the next room, where girls pack them, one girl handling as many as 20,000 cans a day. The first machine will fold, paste, fill and lock 15,000 pasteboard cartons in a day. The second and third machines will weigh, fill, cap and deliver, respectively, 40,000 and 30,000 lithographed tins a day.

Mc. CORMICK & CO'S EXECUTIVE AND SALES FORCE DECEMBER 1915

In the handling of the perishable stuff, such as mayonnaise dressing, inventive genius has discovered an instantaneous and effective device by which a machine for capping bottles that have been filled will at the same time exhaust all air. There is no limit on the time that such packing would preserve the dressing.

With such a house, and such a record, the salesmen who meet annually can go out from Baltimore to all quarters of the country and sell goods that have upon them the stamp of excellence.

And the house of McCormick, wherever the Bee Brand and Banquet Brand brighten the counters of the dealer or peep from the shelves of milady's kitchen, is proud of the fact that its own brand is "Baltimore."—Advt.

The Grocery Markets

Tea.

There has been no change in tea during the week. The situation is healthy and steady to firm, sales being good and holders fairly firm in their ideas. Buyers seem to be willing to pay the price. No change can be quoted for the week.

Coffee.

The coffee market shows no change during the week, the situation being still dull and heavy. There is a noticeable lack of demand at the present time. Buyers are taking only the coffee which they really need. Prices are about unchanged, Santos grades being somewhat weaker than Rio 7s. Mild coffees are quiet and about unchanged. The market in green steady. Java and Mocha unchanged and dull.

Sugar.

The sugar market has remained about unchanged for the week, the only movement being a slight easing off of raws, which are perhaps a sixteenth below the price quoted a week ago. The outlook for the sugar market is lower, although refined is unchanged for the week. All refiners are quoting 5.85 to 5.95 cents for granulated. Domestic beet granulated is quoted at 5.75 cents in Eastern markets. The consumptive demand for sugar is good.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is seasonably active at ruling quotations. Sugar syrup is dull, except for manufacturing, and prices are still on a high basis. Molasses unchanged and quiet; prices high.

Fish.

There has been no particular change in the fish market during the week. There is some demand, but so far as mackerel is concerned it is being interfered with by the very high prices. Cod, hake and haddock fairly active at unchanged prices. Salmon shows no change for the week and light request. Domestic sardines have advanced and most holders are now asking $2.50 in a large way, f. o. b. for quarter oils. Goods can still be bought, however, below that. Imported sardines scarce and quiet, on account of the high prices A full history of the imported fish market for 1915 will be found in another column.

Canned Goods.

Tomatoes are practically unchanged for the week. The market for Maryland 3s in a large way, f. o. b., is $1.05, although some holders are willing to take $1.02½, while others are holding off for $1.10. The situation is undoubtedly very strong. Demand fair. Corn is steady to firm and moderately active Peas inclined to be heavy without change for the week Apples are on the same basis as for several months past; demand fair California canned goods are showing some activity. It has developed that about the only thing of which packers have any surplus is peaches, and even in these the assortments are not running very good. Small Eastern staple canned goods are unchanged, the only thing of note being that spinach is somewhat firmer.

Dried Fruits.

Prunes are inclined to be a little easy both on the coast and in the East, and the packers report that they could sell all they had, to go to Europe, if they could get the ships to send them in, but they claim it is impossible to do this, and it is this which is making the market easier. The consumptive demand for prunes is fair. Peaches and apricots are unchanged for the week and in quiet demand. Raisins show no change for the week. The situation is steady to firm. The demand fair. Currants have taken a slump of a cent or two a pound from the highest point. This was because a shipment got in too late for the holidays, but is now available. No change in any other dried fruits.

Beans and Peas.

Pea beans are about unchanged on spot, but the market is much firmer in Michigan and anything to come forward would cost a substantial fraction more than $4 per bushel. Marrows have eased off slightly on account of lack of demand, but the outlook is rather strong. California limas are unchanged and quiet. Green and Scotch peas on spot unchanged and dull.

Butter.

There is an active demand for all grades of butter, and the receipts are increasing to some extent, but are cleaning up every day. Prices show decline for the week 1 to 2 cents per pound, owing to the increased receipts. The market is healthy at the decline, with no radical change in sight.

Eggs.

The egg market shows steady prices for fresh eggs at a decline of 1 cent since the last report. The demand is cleaning up everything on arrival and the stocks in storage are being rapidly reduced. It looks like a continued good consumptive demand, with generally healthy conditions.

Cheese.

The cheese market is very firm, with a moderate consumptive demand and a large export demand. Stocks are considerably lighter than a year ago If there is any change it will probably be an advance.

Provisions.

Everything in the smoked meat line is firm, but unchanged for the week, and with a moderate consumptive demand. Pure and compound lard are steady and unchanged, with a good demand for pure lard, but a very light demand for compound. This is because the latter is relatively too high when compared with the former. Barreled pork, canned meats and dried beef are all unchanged and in light demand.

INDIVIDUAL MARKET REPORTS.

Wheat and Flour.

During the month of December the wheat market advanced 20 cents a bushel and is now at the same level as a year ago this date. We have contrasted the outlook of to-day with that of 12 months ago, pointing out that at that time we had in prospect what has since materialized in a harvest in North America of 1,347,000,000 bushels, whilst to-day there is every indication of short crops for 1916, both in the United States and Canada.

If the European war is to last another year the prospect for a short wheat crop in 1916 is not an alluring one for the hungry millions in Europe.

If we are to have higher prices for wheat, this, coupled with the high cost of transportation, will make the cost of flour almost prohibitive by the time it reaches the consumer. But at double its present price it has more nutritive value than any possible substitute.

With the 1915 crops in the United States and Canada exceeding the 1914 crop by 306,000,000, the visible supply is only 15,000,000 greater than a year ago.

We see nothing in the situation to cause a decline and confidently expect higher prices. We have discussed in our letters every viewpoint, so it is unnecessary for us to repeat here the reason for our belief, except to say that the greatest factors that will make for higher prices are the condition of the winter wheat now in farmers' bins, the prospect of a small crop of wheat to be harvested in 1916 and the immense foreign demand.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Spices.

The market continues quite active in all positions. Ocean freights continue to advance. Supplies here are unusually short and as we have stated heretofore, very high prices will likely rule over the early part of 1916.

Pepper.—On account of increasing consuming demand and steep advances in ocean freights, all markets have advanced sharply. This applies to all grades. There apparently is no relief in sight at this time. High prices are now ruling all over the world. White peppers are also firm in price and higher prices will rule.

Red Peppers.—Getting very scarce and high and prices are likely to continue for some time.

Cloves.—Quite active and in large consuming demand. Higher prices are likely to rule.

Pimento (Allspice).—While in active demand, the price of this article is slightly easier.

Nutmegs.—Stocks have been heavily reduced. The general tendency is up-

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

We Have It In Cans.—It beats all how often some clerks forget to use their wits. And how many good sales are lost simply on account of allowing your brain to lie dormant.

We repeat that success depends more on good thinking—on "using your head"—than upon any other qualification.

A woman asks for a half peck spinach. It's sold out, not another word does he say, and yet there is piled in the cellar and represented on the shelves, 10, 20 or 50 dozen, as the case may be, in No. 3 cans, solid packed, large leaf, gritless spinach, ready for the table.

* * *

It's a sorry specimen of a "dead one," and yet it's constantly happening. When it does happen within the hearing of one of your managers, accept this bit of advice—"hold your breath till you count 7," in case there should be a dear, devout church sister near you.

* * *

But the snappy clerks are in the majority and they're on their job. We would be disappointed to think you would allow your customer to go out without a can of nice dark red beets when she came in for a bunch or a couple of quarts and you didn't have either of the last two. We would put you down in Class 5 should you have a call for a pound of lentils (which are practically out of the market) and you forgot to bring along a *can* of lentils.

On the other hand, you might become eligible to Class 1 the day you expect your cranberries to arrive every minute but in the meantime, "Madam," you say "why not try a package of our new evaporated cranberries? Saves a lot of picking over and washing, and the price in proportion is no higher."

* * *

She wanted cheap cooking butter and he recommended his best butterine. No she wouldn't use it—wouldn't allow it in the house, even.

But she walked out with a pound just the same.

How did he do it?

He said to her, "Do you see that lady out there by the door with the brown velvet suit and white furs?" She says her. "Well," said he, "she talked just like you did and I said to her, 'I know all about the making of butter and butterine. I have done all the buying of it and all the selling of it in this store for over seven years and what I recommend to you, you can bank on.' She's a regular customer now."

And so he thanked the self-willed one for her confidence and her purchase.

Moral:—Use you head.

vard. Import cost is higher to-day han selling prices here.

Mace.—Continues very scarce and in ctive demand. Lower prices are hardly robable.

Cassias.—All grades very active and ending upward. Spot stocks here are ow very short. There is insufficient n hand for the actual consumption ver the next three months of this year.

Gingers.—Slowly but steadily advanc- ng and visible supplies are short for ormal needs.

Tapiocas.—Have been affected very nuch by the steep advance in ocean reights. Very high prices are now rul- ng and advances are probable.

Paprikas.—While in fair demand, ractically unchanged in price. All rades will sell well over the next two three months.

Seeds, Herbs, Etc.—Supplies of mus- rds are short. The demand will soon e on the increase. Celery unchanged. 'oppy and caraway slightly easier weet herbs all in urgent demand at ractically unchanged prices.

McCormick & Co.
Baltimore, Md.

THE NEW YORK LETTER

(Continued from page 9.)

precarious. Any invasion of the manufacturers' exceedingly small profits to assist independent retailers in their effort to meet monopolistic price cutters is out of the question and yet the ultimate effects of price cutting must be borne by these same manufacturers.

So far as legitimate retailers are concerned, their business is comparatively small, as the public convenience requires the maintenance of a large number of stores so that the cost of operating these little establishments is of necessity charged against a comparatively insignificant volume of business. The profits of the average retailer of cigars and tobacco are so small that usually the advent of a price cutting dealer in their vicinity means the speedy closing of their stores.

The consumer has an important stake in this matter, for the maintenance of quality is a prime consideration with him and this is only practicable where the manufacturer receives a fair price for his goods and the retailer a reasonable profit on his operations. If the cigar business to-day were turned over to a few large concerns which habitually resort to price cutting, consumers would find themselves restricted to the output of a very small number of large manufacturers and they would be unable to purchase the best brands of goods which are now widely distributed through a large number of small independent stores.

Summarized Market Conditions.

Tea quiet and unchanged. Market conditions generally satisfactory.—Coffee still heavy, although the feeling toward the close of the week is slightly firmer, owing to firmer conditions in Brazil. The demand is confined to actual wants. Prices the same as last week, but if certain advances in freight rates are maintained there may be slight fractional advances in Brazils.—Sugar easier all along the line. Raws are quoted around 4½ cents and refined ranges from 5.85 to 5.95.—Canned tomatoes still high at prices about like last week. Demand light. Future tomatoes offered at 80 cents; are not being taken very largely. Other canned goods entirely unchanged. Fancy corn firm.—Salmon firm and unchanged. Domestic sardines higher and wanted.—Prunes unchanged for the week with demand very dull; somewhat better feeling toward the close of the week.—Apricots and peaches steady to firm and quiet.—Wheat firmer with the recent advance apparently stopped for the moment.—Flour unchanged on last week's basis. Demand light with buyers mostly bearish.

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

The Fidelity and Casualty Company

OF NEW YORK

Assets, $11,764,957.75 ═══ Surplus, $3,635,390.47

WORKMEN'S COMPENSATION INSURANCE

REPRESENTATIVE IN EVERY TOWN

S. H. POOL, Resident Manager

330 WALNUT STREET :: PHILADELPHIA, PA.

If you are among those who believe nationally advertised products do not pay the retailer enough profit, have you not forgotten that it pays a retailer to work for less when seventy-five per cent. of his work is done for him?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Three Indispensable Storekeeping Tables.

Cincinnati, Ohio, Jan. 4, 1916.

To the Editor.

Dear Sir:—Several weeks ago you published a table telling how to figure profits. I saved the copy for quite a while, but have now mislaid it. Can you reprint it?

Respectfully,
A. E. McCUSKER.

We gladly reproduce the tables this correspondent refers to; they are exceedingly useful. The following table shows the percentage of cost which must be added to make a certain percentage of profit. For instance, if your cost of doing business is 17 per cent., and you add that to your cost, your gross profit would be 14.53 per cent.:—

Add % to Cost	To Make % Profit on Sales	Add % to Cost	To Make % Profit on Sales
1	.99	26	20.63
2	1.96	27	21.26
3	2.91	28	21.88
4	3.85	29	22.48
5	4.76	30	23.08
6	5.66	31	23.66
7	6.54	32	24.24
8	7.41	33	24.81
9	8.27	33⅓	25.00
10	9.09	34	25.37
11	9.91	35	25.93
12	10.71	36	26.47
12½	11.11	37	27.01
13	11.50	37½	27.27
14	12.28	38	27.54
15	13.04	39	28.06
16	13.79	40	28.57
16⅔	14.29	41	29.08
17	14.53	42	29.58
18	15.25	43	30.07
19	15.97	44	30.56
20	16.67	45	31.03
21	17.36	46	31.51
22	18.03	47	31.97
23	18.70	48	32.43
24	19.35	49	32.88
25	20.00	50	33⅓

The percentage of profit should always be figured on the selling price and not on the cost.

The table which follows is for figuring net profits:—

Below appears still another, for finding the selling price of any article:—

TABLE FOR FINDING THE SELLING PRICE OF ANY ARTICLE

COST TO DO BUSINESS	NET PER CENT PROFIT DESIRED																			
	1	2	3	4	5	6	7	8	9	10	11	12½	13	14	15	20	25	30	35	40	50
15%	84	83	82	81	80	79	78	77	76	75	74	73	72	71	70	65	60	55	50	45	35
16%	83	82	81	80	79	78	77	76	75	74	73	72	71	70	69	64	59	54	49	44	34
17%	82	81	80	79	78	77	76	75	74	73	72	71	70	69	68	63	58	53	48	43	33
18%	81	80	79	78	77	76	75	74	73	72	71	70	69	68	67	62	57	52	47	42	32
19%	60	79	78	77	76	75	74	73	72	71	70	69	68	67	66	61	56	51	46	41	31
20%	79	78	77	76	75	74	73	72	71	70	69	68	67	66	65	60	55	50	45	40	30
21%	78	77	76	75	74	73	72	71	70	69	68	67	66	65	64	59	54	49	44	39	29
22%	77	76	75	74	73	72	71	70	69	68	67	66	65	64	63	58	53	48	43	38	28
23%	76	75	74	73	72	71	70	69	68	67	66	65	64	63	62	57	52	47	42	37	27
24%	75	74	73	72	71	70	69	68	67	66	65	64	63	62	61	56	51	46	41	36	26
25%	74	73	72	71	70	69	68	67	66	65	64	63	62	61	60	55	50	45	40	35	25

RULE

Divide the cost (invoice price with freight added) by the figure in the column of "net sale per cent profit desired" on the line with per cent it cost you to do business.

EXAMPLE:

If a wagon cost	$60.00
Freight	1.20
	$61.20
You desire to make a net profit of	5 per cent
It costs you to do business	19 per cent

Take the figures in column 5 on line with 19 which is 76

76 | 61.2000 | $80.52— the selling price

608
400
380
200
152

The percentage of cost of doing business and profit are figured on selling price.

* * *

A Medicine Scheme.

Waynesboro, Pa., Jan. 3, 1916.

To the Editor.

Dear Sir:—Do you know anything about the Apex Medicine Mfg. Co., Cumberland, Md.? Would it be a good investment for a merchant to take $100 worth of stock? They expect to incorporate March 1st. Have some stock for sale. Merchants of Virginia, West Virginia, Delaware, New Jersey and Pennsylvania are to be interested in it. Merchants only.

Respectfully yours,
F. R. FENNINGER.

We should not invest in the stock of any patent medicine company. The enterprise is too hazardous and has too much competition. Moreover, the restrictions surrounding the sale of patent medicines are being constantly tightened, and from now on any patent medicine business is going to be very far from what it once was.

Fattening Oysters on Water Forbidden.

Inspectors of the Department of Agriculture in giving special attention to the heavy traffic in oysters during the holiday season, have found that it is the practice of some dealers to add fresh water to shucked oysters in such a way as to greatly increase the size of the oysters. The oyster when brought in contact with fresh water for several hours will "drink" or absorb a considerable quantity of the water and will increase in size in exact proportion to the amount of water which it "drinks." As oysters are usually sold by the pint or quart, any increase in their size, due to the addition of water, enables the dealer to fill the pint or quart measure with a smaller number of oysters. In order to increase the size, oysters must be soaked in fresh water or water that is only slightly salty. They will not "drink" enough of the salt water in which they are grown to increase materially in bulk. Nor will oysters increase in bulk to any extent from being washed in fresh water if they are allowed to remain for only the few minutes necessary to cleanse them. This is adulteration under the Federal Food and Drugs Act and offenders will be prosecuted.

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of these figures

	%	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%
And you mark your goods at one of these per centages above delivered cost	25	10	9	8	7	6	5	4	3	2	1	00	1 loss	2 Loss	3 loss	4 loss	5 Loss
	33	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
	40	18⅓	17½	16⅔	15⅓	14⅓	13⅓	12½	11⅓	10⅓	9⅓	8⅓	7⅓	6⅓	5⅓	4⅓	3⅓
	50	23	22	21⅓	20⅓	19	18⅓	17⅓	16⅓	15⅓	14⅓	13⅓	12⅓	11⅓	10⅓	9⅓	8⅓
	60	27	26	25⅓	24⅓	23⅓	22⅓	21⅓	20⅓	19⅓	18⅓	17⅓	16⅓	15⅓	14⅓	13⅓	12⅓
	75	32	31⅓	30⅓	29⅓	28⅓	27⅓	26⅓	25⅓	24⅓	23⅓	22⅓	21⅓	20⅓	19⅓	18⅓	17⅓
	100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

Your percentage of net profit is represented by the figure at the junction of the two columns

Explanation: If your cost of doing business is 15 per cent of cost, as one rules and you mark a line at 25 per cent above cost your net profit is 5 per cent on sales. If your cost of doing business is 18 per cent and you mark a line at 60 per cent above cost your net profit is 19⅓ per cent on sales. Compare at left to see.

United States Chamber of Commerce Says We Are Going to Have a Banner Business Year.

Sees Things Booming All Over the United States, Partly Because of the War. Big Orders for Most Merchandise at High Prices.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
January 7, 1916.

The Chamber of Commerce of the United States has issued a statement during the week which is in substance a strong prophecy that 1916 will be an unprecedentedly prosperous year in all business. A portion of the statement is reproduced:—

The outlook for business for the first four months of 1916 is in striking contrast to that prevailing this time last year. There are localities where much caution and conservatism yet remain, and the influence of high prices for the future further accentuates this caution, because dealers feel that high prices will curtail buying by the consumer. Broadly speaking, it may be said that the spirit of optimism and hopefulness prevails to a degree that has not been apparent for nearly a decade and the general belief and expectation is for such prosperity during 1916 as will recompense the people of this country for all their past misfortunes.

The adverse effects of the conflict in Europe still prevails in some sections, though to a very much less extent than at this time last year. There are still scattered fears of the possibility of this country being involved in the gigantic strife, but as against this the large portion of the people are paying less and less attention to the war and more and more are concentrating their thoughts and efforts on domestic matters. Beyond this is the striking fact that the influence of the war at present as a whole is more favorable than adverse, because of the tremendous impetus it has given to certain lines of manufacturing, especially east of the Alleghanies, and likewise to many agricultural products. This influence is a material factor in the present high price of sheep, cattle, wool, grain, and of the products of leather, steel, iron, copper, brass, lead and zinc or spelter. Much of the prosperity in the grain-raising sections is due to the fact that the farmer is selling freely because of remunerative figures for his product, and there seems to be no manner of doubt but that these prices will decline materially in case of peace.

Railroads report better business as a whole, and railroad shops are employing more and more men. Manufacturing has taken on new life through the whole country and in almost every branch. Abnormal activities prevail largely in the East and in certain portions of the Central West because of heavy orders from abroad for war purposes. This has created a temporary lack of raw material in many lines not otherwise affected by war orders. There is much consequent decrease in unemployment. Prices are being advanced everywhere by manufacturers in all lines and they are continually being flooded with orders. Automobile factories and flour mills are exceedingly busy. This is likewise true of potteries, cement factories and furniture.

Merchandise stocks in the hands of the retailers vary from light to normal—the percentage being, by a small proportion, in favor of normal. Orders for future shipments in the spring are being more generally placed than for some years past, thus showing the confidence of the dealers in the immediate future.

The crop yields in general, other than cotton, exceed those of any year known in our history. This is especially true of the small grains as a whole, and particularly of all the forage crops, which are in abundance beyond precedent. This latter fact is one that is most significant and of very large moment to the country as a whole.

HOLT.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

PATENTS

and Trade-marks procured promptly —and properly in all countries—

Davis & Davis, Washington, D.

What Vogt Quality Means

The consummation of an ideal
Quality in Pork and Beef Products
The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

Why Don't You Buy Teas and Coffees by Mail?

If you already do, you know what the man who buys through salesmen doesn't know, viz.: that you are saving a definite number of cents on every pound you buy.

The cost of the salesman is cut out, and you save it. Nobody can hypnotize you into believing this:—the price will tell. Let it tell *you*. Send in a sample of your choicest grade (tea or coffee) and let us match and quote.

DURYEE & BARWISE

Roasters and Packers Teas and Coffees

533 Greenwich Street, New York

ESTABLISHED 1897

SIMPLICITY

Protection from Fire

EFFICIENCY

SAFETY

ACCURACY

NO DISPUTES

Complete Records

There's No Weak Link in the McCaskey Chain

MR. CHAMPAGNE WROTE US:

"I had the best set of books in the crowd, altho I am not a bookkeeper. My accounts were posted to the minute."

Mr. Champagne was burned out and got his insurance quickly. The results which so pleased him were secured in the **McCASKEY One Writing Way**—by our

With Only One Writing **The McCASKEY SYSTEM** *The End of Drudgery*

Over 130,000 Buyers heartily agree that nothing can displace the **McCASKEY Method** of Simplified Accounting in its short-cut, simple and accurate operation—free from all accounting complexity, and rendered doubly valuable by now being housed in our All Metal, double walled, insulated

McCASKEY SAFE REGISTER

The **Best Protector Against Fire** in its Line.

The McCaskey Register Company

Incorporated—Capital $3,000,000

ALLIANCE, OHIO, U. S. A.

Largest makers in the world of Carbon Coated Sales Books and Account Registers, both metal and wood

Dominion Register Company, Toronto, Canada, and Manchester, England

THE STRONGEST LINK

McCASKEY SAFE REGISTER

Copyright 1915
The McCaskey Register Co.

Mean as Dirt.

D'ye know the Lord makes some almighty mean people? Some of 'em are so blamed mean that they ain't fit to live. They ain't got any heart, or any decency or any gratitude. Just pison mean yellow dogs.

There ought to be a law against the kind of meanness people like that put over.

Maybe this ain't just the kind of good thoughts that a fellow ought to start the new year with, but I can't help it. A customer of mine handed me a story last week that started all this. There ain't anything specially new in it—the same thing is going on all the time, but for some reason or other this case sort of specially stirred me up.

This customer has a store in one of the Pennsylvania factory towns where things had been on the blink for quite a while. Plants shut down and men out of work. But about six or eight months ago they got a bunch of war orders and things took on a boom. Everybody got busy and all the men went to work.

This customer of mine had a lot of the factory trade on his books. You know that's good trade when everything goes right. Those chaps make good money and they live good. They pay their bills, too, most of 'em, when they have the money.

There was one family dealing with him right along—a boss moulder or something like that. He had six children and they got away with a big pile of stuff. This fellow had been dealing with this store for two or three years and always paid up, and when the shut-down came he hadn't anything saved and it hit him hard.

For six months this store carried the moulder's family and when the moulder went back to work he owed pretty near $300. As I told my friend—this was straight charity. These people couldn't *buy* the food they ate, therefore if nobody let 'em have it on tick, they'd have starved to death. Straight charity, that's exactly what it was.

The moulder was plumb grateful all right while he was being helped. He used to go to the store and pretty near cry. When he got back to work there wasn't anything he wouldn't do for the man that had helped him. He even offered to work for him for nothing while he was out of work to help out.

All right. He went back to work and made more money than he ever made before, because he got extra work at overtime rate. They had so much work at where he worked that they didn't know which way to turn to get it out.

The very day that he went back to work, his wife started in to buy her goods at a chain store. And them owing $300 to the fellow that had kept 'em for six months!

Now d'ye know, I've heard of these cases before—the woods are full of 'em—but I never had one handed to me that had the same effect on me that this had. The blamed cold-blooded part of it!

"Well, what did you do about it?" I asked my friend.

"I sent him a letter asking him to pay up," he said, "but they didn't even answer it. Of course they couldn't pay up. I knew that, but I thought that they might do something. Then I wrote asking him to pay me so much a week."

"Did he answer that?"

"No."

"Why don't you sue the dog?" I said. "Show him up anyway."

"What would be the use? He hasn't got anything except his job. What's the use of spending any more money?"

"Why don't you see his boss?" I said. "Maybe he knows dirty meanness when he sees it. He might make him pay."

"I don't believe it," he said.

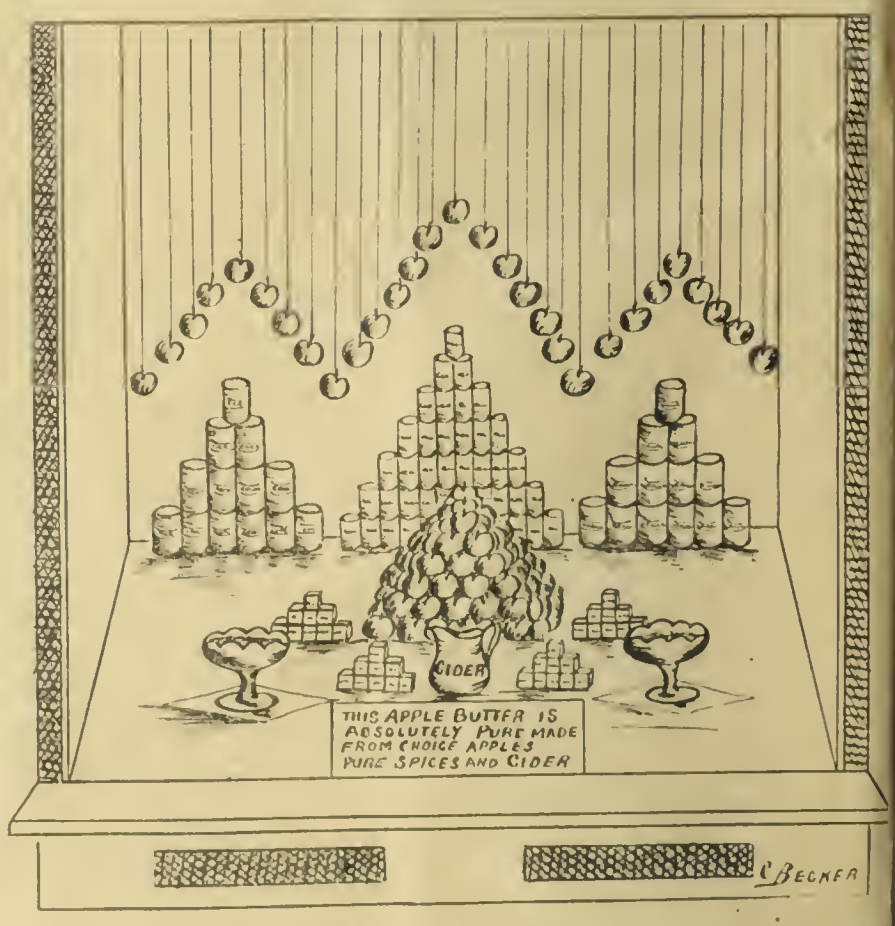
But I'd try that if it was me. Why if that was me, I'd dog that slink night and day until he came across. I'd send collectors to his house. I'd get a judgment against him and put hand bills around his house offering it for sale. I understand you can do that. I'd stop him in the street and dun him. I'd make him so blamed ashamed of himself—if it was in him to be ashamed—that he'd pay something every week to get rid of me. I'd go see hi preacher—skunks like that alway belong to some church, seems to m And if he belonged to a lodge I see the grand dink-dink of that. I tell 'em all about it and I'd let hi know I did, too.

If he could get away with th he'd have a brass hide.

Of course I don't know anythin about this one case, but I believe good bit of the time it's the wife fault when a man does a trick li that. That don't excuse him—n at all—it just explains it a bit. I had a wife that could do a stin ing thing like that, or even thi of doing it, by jeehosaphat, I'd ha her!

Somebody else that's to blame the grocer that lets these pikers g away with it. They know the gr cer'll soon give up. If every groc who sees somebody getting ready give him the cold hand-out wou get right up on his hind legs a stay there until he'd made the do

Weekly Window Display Suggestions



Apple Butter.

This window is like a primer lesson—the message on the sign card presented also in a series of pictures.

The dishes at the front contain apple butter. The pyramids of sn packages are of allspice, cloves, cinnamon, etc. Paint the word "Cider" a good-sized white pitcher with liquid gilt. Use well-shined apples for central pyramid and cans of apple butter in the rear. Suspend apples, ab three inches apart, as shown, using string of same color as the paper cover the floor and forming the background. Green paper and red apples mak pleasing combination.

so miserable he couldn't sleep nights, it wouldn't happen half often.

Everybody has some feeling for er people's opinions. The worst d beat—if he's trying to be re-table at all—would, a heap ier his neighbors didn't know he a dead beat. That's the hole tick your knife in, boys.

THE STROLLER.

ennsylvania Organization Notes.

he Lock Haven Association will uet early in February.

* * *

fter a most strenuous effort, the sburgh Retail Grocers' Union has ceeded in inducing the city authori- to close up all butcher shops, deli- ssen dealers and grocery stores on day. At last reports Pittsburgh a closed city so far as these stores e concerned. The association de- es great credit for the ability and essiveness with which it conducted campaign.

* * *

ere is a list of the manufacturers in Pennsylvania Plan who by their co- ation are assisting the retail mer- its of the State to organize:—

ranklin Sugar Refining Co., Frank- Carton Sugar; Borden's Condensed Co., Borden's Products; Wm. gley & Co., Spearmint and Double t Chewing Gum; Jos. Tetley & Co., ey's Teas; Loose-Wiles Biscuit Co., shine Biscuits; H. O. Wilbur & s, Inc., Wilbur's Cocoa and Choc- Products; The Diamond Match Safe Home Matches.

eep a record of your purchases of goods mentioned and thus help your nization participate in the awards e made at the next convention, d on increased membership in your ciation, mileage to the convention largest purchases of Pennsylvania products.

* * *

he Pennsylvania Plan enables your e Organizer to visit your associa- s and stir up interest in organiza- work. It enables him to help un- nized towns to organize, all this out one cent of expense to your nization or to the State Association. ll that is asked from you in return this service is Reciprocity and Good l to the manufacturers who are ing this work possible. Every time presentative of these manufacturers s upon you, greet him as a friend, remember that every time you do hing to make this plan stronger, you the cause of organization and so ngthen your own association.

* * *

Washington, Pa., celebrated Christ- in original manner by providing mmunity hearthstone, from around ch was dispensed gifts to over 100 children. It was planned and ex- ed by the Board of Trade. Each l had been invited to leave a stock- at the community house several days before Christmas. These were filled with sweetmeats, toys and the child's name placed thereon. Between 2 and 5 P. M. the stockings were distributed, together with gifts of clothing and other useful articles. Farmers of the county were large donors of food and all citizens worked in co-operation to make the original hearthstone a success and an event to be long remembered by the "kiddies."

* * *

N. Edward Toner, secretary of the Jersey Shore Business Men's Association, has been elected a Justice of the Peace.

* * *

The Williamsport Grocers' Association will elect officers and enjoy a banquet on January 13th. This organization is making progress.

* * *

The Retailers' Mutual Fire Insurance Company of Pennsylvania will meet at Philadelphia on Thursday, January 13th. All policyholders are invited to be present.

* * *

The Retail Butchers' and Meat Dealers' Association of Allegheny County gave a dinner and entertainment to its friends of the trade on Thursday, January 6th at the Hotel Anderson, Pittsburgh.

* * *

The Washington Board of Trade has sent out a card signed by its officers extending the privilege of that body and its community building to visitors to Washington.

* * *

The Reading Chamber of Commerce started the New Year with a turkey dinner at the Mansion House and listened to an address by D. F. Garland, of Dayton, Ohio, on the subject, "The City Manager Form of Government." The newly elected city officials were present as guests.

* * *

The Pittsburgh Butchers' Association admitted ten new members at its last meeting and reinstated four to active membership. Plans are being made for the annual ball which will be held in February.

* * *

The Philadelphia Association reports a large increase in its membership since last September. Each department of its work shows great improvement.

* * *

There will be a convention of Schuylkill County merchants at Ashland on February 22d.

Package Ham and Bacon Hearing Postponed.

The hearing on the question whether single hams and single sides of bacon which are wrapped or covered with paper, cloth or gelatin are "in package form," which is to be held in the Bureau of Chemistry, 216 Thirteenth streets, S. W., Washington, D. C., and which was tentatively set for February 2, 1916, at 2 P. M., has been postponed. It is now proposed to hold this hearing on Wednesday, March 8, 1916, at the same place and at the same hour.

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

No. 345.—When Employees Combine to Force Another Employee's Discharge.

An employer never quite knows what is going to happen to him, in connection with his employees, and the more successful he is, and the more numerous his employees, the greater his uncertainty. The predicament revealed in the following letter, which comes to me from a large Pittsburgh, Pa., retailer, supplies an illustration:—

> We have been through an experience which may interest you and your readers, among which we have been regularly numbered for several months. In fact, we may not be through with it yet, as threats of suit are being made against us. Both my partner and myself feel as if we should like to have your opinion on our case, in order to see just how much protection ourselves and our employees have against such coercion.
>
> We employ about eighteen clerks, all, as we thought, honest and reliable men. About a year ago we began to miss goods from stock, and after trying various means, did not succeed in locating the thief. Considerable valuable stuff disappeared altogether. Finally one of our own clerks saw another one of the eighteen stealing, and reported to us. We taxed the offender with it and in the end he confessed and we discharged him. This man was one of the most popular men we had, while the clerk who found him out was unpopular. So unpopular was he that following his action the other clerks all served notice on us in writing that "we the undersigned, do hereby declare that we refuse to work after next Monday, December 13th, as long as ——— is employed as clerk."
>
> We tried to reason with the clerks but did not accomplish anything, and as we did not want a strike on our hands over the holidays we did what may have been cowardly, we let the other man go. It was not a pleasant thing to do, but we thought it all over and could not see how to avoid it. We did give the discharged man a letter saying he was discharged for no fault of his own, but at the demand of his fellow clerks because he reported the dishonesty of one of them.
>
> Now the clerk is threatening to sue all of us for conspiracy, and we are facing more trouble. My partner and I both feel that if we had our time to go over again we would never discharge a good employee under such circumstances, no matter what it cost us.
>
> I have let it be known whether or not I think the man has any case

A discharged employee in such a case as this has no action against his employer; if there was no contract the employer had a right to dispense with his services any time he wished to, and without any reason whatever.

But he certainly has a good chance to recover something against the employees who took his job from him, and I hope I may be pardoned if I express the hope that he will make the effort. If he will sue those men for conspiracy to do him an injury, he can hardly fail to get a verdict, if the facts are as set forth in the above letter.

This is an interesting case, and I have examined the law concerning it rather carefully. It has been several times held that employees "have the right to advance their own interests in any proper way, but not for the purpose merely of inflicting injury upon another." There can hardly be any question, under these facts, that these clerks entered into an unlawful conspiracy to harm a fellow-employee, and that every one of them could be made to pay heavy damages.

Some of the leading cases on the point even hold that employees may not combine to force the discharge of a fellow employee because they dislike him. In one Pennsylvania case some employees threatened to leave unless one of their number, against whom they had a grudge, was discharged. The employer discharged the man complained of, who promptly sued the other employees for damages, charging conspiracy. At the trial the employees all denied that they had moved to obtain his discharge because of the grudge; it was merely because he was distasteful to them. The court said they would be no better off even if that were true. They could lawfully combine to cause his discharge, said the court, only "if their fellow-employee's habits, or his character, or his conduct while at work towards his fellow-employees was such as to render him an unfit associate for ordinary employees of good character."

In other words, mere dislike was not enough.

There is a great difference between what one person may do and what a number, acting together, may do along this line. *One* clerk in the Pittsburgh case could have threatened to leave if the clerk who exposed the thieving were not discharged, and if he could have persuaded his employer to discharge the other man, the latter would have no legal complaint against anybody. This is from a leading Massachusetts case right on this point:—

> A single individual may well be left to take his chances in a struggle with another individual. But in a struggle with a number of persons combined together to fight an individual, the individual's chance is small, if it exists at all. It is plain that a strike of a combination of persons has a power of coercion which an individual does not have. The result of this is that what is lawful for an individual is not the test of what is lawful for a combination of individuals; or to state it in another way, there are things which it is lawful for an individual to do which it is not lawful for a combination to do. We have no doubt that it is within the legal right of a single person to refuse to work with another for the reason that the other person is distasteful to him, or for any other reason, however arbitrary. But what is lawful for an individual is not necessarily lawful for a combination of individuals.

The law is clear, and the fact that it is so clear offers a good way out of such a difficulty as my Pittsburgh correspondent is in. What is that way? It is to let the employees who are trying to get one of their number discharged, go on until they have hopelessly compromised themselves, and then show them that they had laid themselves open to an action for conspiracy, which would certainly be brought against them if they persisted to the end. In fact this might be a way of settling t Pittsburgh case even now. T men can be shown what is threat ing them and perhaps be led to c sent to the discharged clerk getti his job back.

(Copyright, January, 1916, by Elton J. Buckley.)

NOTE.—Requests for information this department should tersely set in full all the facts bearing on the c and all questions should be carefu framed to avoid misconstruction. W on one side of the sheet only. Lett should be received at this office later than Tuesday of each week, to sure an answer in the Monday's is following. The signature and addr of the writer must accompany all quiries, and will be published less there is a request not to do so. inquiries received will be answe without charge. Address all commu cations to Legal Editor "Modern M chant and Grocery World."

Columbia (Mo.) Tried to Keep G cers From Selling Meat.

The City Council of Columbia, M has just decided to amend its re revenue license so that grocery m chants may be permitted to sell p of hogs under their grocery licen provided they do not cut meat. City Attorney, when called upon by Council for an opinion in the ma said that farmers were in the habi bringing their hogs to town and t ing them in on their grocery acco and they had declared that if the lumbia merchants could not handle meat without taking out a butch license they would take their meat where and also trade elsewhere. butchers' license will be reduced in and the grocery merchant, unde small license, will be allowed to ha meat.

Sliced Meat and Meat Slicers.

In a recent issue of the "Mo Merchant and Grocery World" s comment was made on the relative of sliced meat in a tin or jar and of meat sliced in the store. Ch Dapp, the Philadelphia representativ the U. S. Slicing Machine Co., is of the strongest advocates of de doing their own meat slicing, not because he represents "The Wo Best Slicer," but because of the vantage the dealer obtains from ow such a machine. He claims that b stalling his slicer the dealer make his store a quality center and tha most immediately both sales and accounts grow, while waste disapp He will gladly give you a demon tion.

MAPLEI

is a steady seller—t no other "Mapley" *just as good*—that point worth remem

ORDER FROM

WILLIAMS & RO 45 South Front St Philadelphia, P

JOHN DEAN 801 Empire Build Pittsburg, Pa.

H. H. SIMPSO 841 Ellicott Squa Buffalo, N. Y.

CRESCENT MFG. SEATTLE, WASH

oods That Are Being Advertised to Your Customers

[odern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

January.

The Century Magazine.

Fairy Soap, one page.
Campbell's Soups, one page.
Libby's Pineapple, one page.
Ivory Soap, one page.

Collier's Weekly.

Diamond Brand California Walits, quarter page.
Anola (National Biscuit Co.), iarter page.
Eagle Milk, eighth page.
Campbell's Soups, half page.
Cream of Wheat, one page.
Grape Nuts, quarter page.
Dromedary Dates, four inches.
Pettijohn's, eight inches.

Delineator.

Gold Medal Flour, one page.
Crisco, one page.
Eagle Condensed Milk, quarter ge.
Procter & Gamble's White Napha Soap, quarter page.
Grape Nuts, quarter page.
Armour's Simon Pure Leaf Lard, alf page.
Pettijohn's Bran Foods, six iches.
Steero Cubes, eighth page.
Dromedary Dates, ten inches.
Old Dutch Cleanser, one page.

Designer.

Gold Medal Flour.
Crisco, one page.
Procter & Gamble's White Naphta Soap, quarter page.
Eagle Brand Condensed Milk, iarter page.
Dromedary Dates, ten inches.
Pompeian Olive Oil, one inch.
Grape Nuts, quarter page.
Pettijohn's Bran Foods, eight iches.
Steero Cubes, eighth page.
Old Dutch Cleanser, one page.

Everybody's Magazine.

Cream of Wheat.
Ivory Soap, one page.
Grape Nuts, one page.
Lucky Strike Tobacco, one page.
Three-in-One Oil.
Fairy Soap, one page.
Bon Ami, one page.

Harper's Monthly.

Shredded Wheat, one page.
Grape Nuts, one page.
Beech-Nut Bacon, half page.
Atwood Grapefruit, two inches.
Ivory Soap, one page.
Royal Baking Powder, quarter ige.
Baker's Cocoa, quarter page.
Postum, quarter page.

Ladies' Home Journal.

Procter & Gamble's White Naphta Soap, quarter page.
Ivory Soap, one page.
Crisco, one page.
Sunkist Lemons, quarter page.
Dromedary Dates, ten inches.
Campbell's Soups, half page.
Swift's Premium Calendar, half page.
Armour's Grape Juice, half page.
Quaker Oats, half page.
Dromedary Cocoanut, eight inches.
Swan's Down Cake Flour, two inches.
Airline Honey, eighth page.
Hormel's Sliced Bacon, three inches.
Pettijohn's Bran Foods, eight inches.
Old Dutch Cleanser, one page.

Ladies' World.

Cream of Wheat, one page.
Bon Ami, quarter page.
Campbells Soups, half page.
Shredded Wheat, quarter page.
Grape Nuts, quarter page
Eagle Brand Condensed Milk, quarter page.
Sauer's Extracts, eighth page.
Rumford Baking Powder, quarter page.
Fairy Soap, quarter page.
Lowney's Cocoa, quarter page.
Princine Baking Powder, quarter page.
Pettijohn's Bran,
Lipton's Tea, quarter page.
Airline Honey, quarter page.
Sunkist Lemons, quarter page.
Old Dutch Cleanser, quarter page.
Dromedary Dates.
Swan's Down Cake Flour, two inches.
Teco, eighth page.
Cox Gelatine, one inch.
Atmore's Mince Meat, one inch.
Pompeian Olive Oil, one inch.
Instant Postum, one page.

McCall's Magazine.

Cream of Wheat, one page.
Eagle Brand Condensed Milk, third page.
Grape Nuts, third page.
Fels Naptha Soap, third page.
Pettijohn's, seven inches.
Crisco, half page.
Swan's Down Cake Flour, three inches.
Dromedary Dates, eight inches.
Pompeian Olive Oil, one inch.
Instant Postum, one page.

The Outlook.

Bon Ami, one page.
Maillard's Products, half page.
Royal Baking Powder, one page.
Pettijohn's, half page.
Bull Durham, one page.
Atwood Grape Fruits, two inches.
Ivory Soap, one page.

Consumer Confidence an Asset

QUALITY is a far greater issue today than it was years ago. One dissatisfied customer is a menace to success. The successful grocer knows this and therefore endeavors, by fair dealing and selling quality goods, to cultivate a spirit of confidence in every one of his customers.

National Biscuit Company goods enjoy the full confidence of American housewives. You can make this confidence one of *your* assets by keeping N. B. C. products well to the fore. Display them in your windows, on your counters and shelves—and their influence upon your sales will be well marked.

Uneeda Biscuit—the world's best soda cracker.

NATIONAL BISCUIT COMPANY

Three-in-One Oil, quarter page.
National Biscuit Co., one page.
Instant Postum, one page.
Baker's Cocoa, one page.

McClure's.

Ivory Soap, one page.
Campbell's Soups, half page.
Lowney's Chocolates, half page.
Grape Nuts, quarter page.
Eagle Milk, quarter page.
Fairy Soap, one page.
Postum Cereal, one page.

Pictorial Review.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Eagle Brand Condensed Milk, quarter page.
Grape Nuts, quarter page.
Fairy Soap, quarter page.
Armour's Veribest Hams, half page.
Crisco, quarter page.
Pompeian Olive Oil, one inch.
Pettijohn's Bran, eight inches.
Swift's Premium Products, quarter page.
Aluminum Ware, one page.

Saturday Evening Post.

Sterling Gum, half page.
Edgeworth Tobacco, quarter page.
Bull Durham, one page.
Steero Cubes, eight inches.
Ivory Soap, one page.
Swift's Premium Products, half page.
Campbell's Soups, half page.
Dri-Foot, quarter page.
Whitman's, quarter page.
Blue Label Ketchup, eight inches.
Duke's Mixture Tobacco, one page.
Beech-Nut Tomato Catsup, quarter page.
Sunkist Lemons, one page.
Sunkist Oranges, one page.
Sun Maid Raisins, one page.
Crisco, one page.
Quaker Oats, one page.
Diamond Brand California Walnuts, one page.
Pettijohn's Bran, eight inches.
Lea & Perrins, eighth page.
Tuxedo Tobacco, one page.
Gold Medal Flour, one page.
Prince Albert Tobacco, one page.
Campbell's Soups, half page.
Beech-Nut Tomato Catsup, quarter page.
Old Dutch Cleanser, one page.
Fairy Soap, one page.

St. Nicholas.

Swift's Premium Calendar, one page.
Fairy Soap, one page.
Campbell's Soups, one page.
Knox Gelatine, half page.
Three-in-One Oil, quarter page.

Dromedary Golden Dates, quarter page.
Beech-Nut Peanut Butter, quarter page.
Maillard's Chocolates, half page.
Eagle Brand Condensed Milk, quarter page.
Jell-O, one page.
Ivory Soap, one page.
Libby's California Fruits, one page.
Baker's Cocoa, one page.
Nabisco, two pages.
Libby's Hawaiian Pineapple, one page.
Old Dutch Cleanser, one page.

Scribner's Magazine.

Pompeian Olive Oil, one inch.
Atwood Grape Fruit, two inches.
Libby's Hawaiian Pineapple, one page.
Ivory Soap, one page.
Shredded Wheat, one page.
Postum, quarter page.
Baker's Cocoa.
Maillard Chocolates, etc.

The Woman's Magazine.

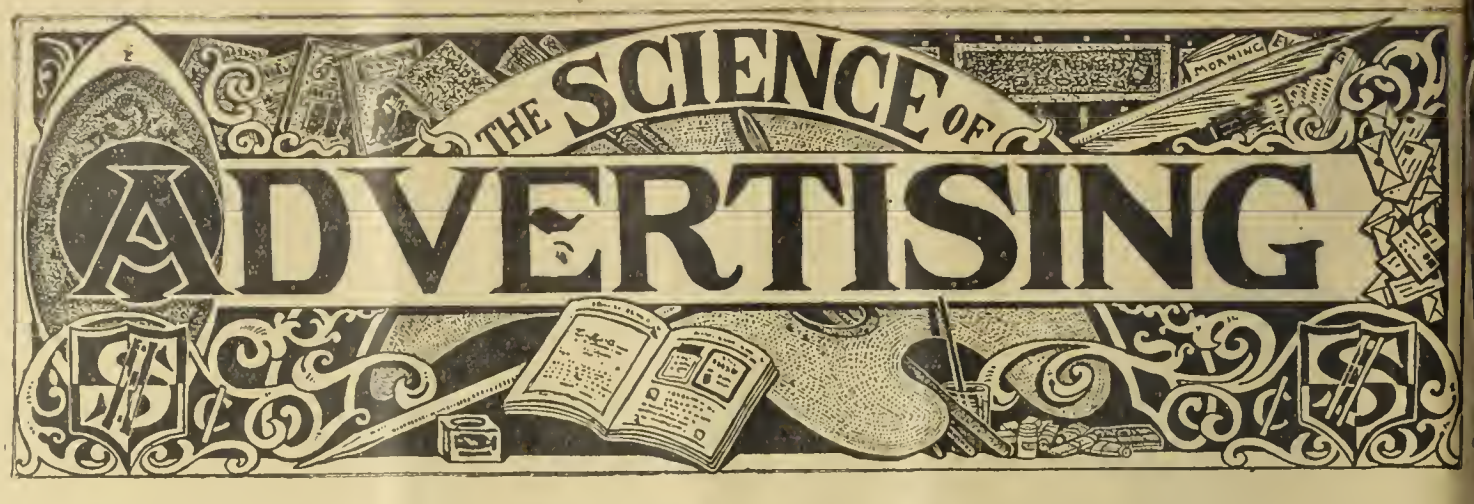
Crisco, one page.
Eagle Brand Condensed Milk, quarter page.
Grape Nuts, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Dromedary Dates, eighth page.
Pettijohn's Bran, six inches.
Steero Cubes, ten inches.
Old Dutch Cleanser, one page.

The Youth's Companion.

Campbell's Soups, half page.
Nabisco, quarter page.
Swift's Premium Products, half page.
Pettijohn's Bran, eight inches.
Three-in-One Oil, one inch.
Crisco, quarter page.
Baker's Cocoa, four inches.

Good Housekeeping.

Baker's Breakfast Cocoa, one page.
Lowney's Cocoa, one page.
Royal Baking Powder, one page.
Armour's Simon Pure Leaf Lard, one page.
Pin Money Pickle, one page.
Procter & Gamble White Naphtha Soap, one page.
Crisco, one page.
Ivory Soap, one page.
Campbell's Soups, one page.
Fels Naptha Soap, one page.
Marigold Margarine, one page.
Ryzon Baking Powder, one page.
Skinner's Macaroni, one page.
Three-in-One Oil, one page.
Scot Tissue Towels, one page.
Princine Baking Powder, one page.
Steero Cubes, one page.
Horlick's Malted Milk, two inches.
Pompeian Olive Oil, two inches.
Atwood Grape Fruit, three inches.
Franklin Mills Wheat Flour, one and a half inches.
Kellogg's Bran, half page.
Howard's Mayonnaise Salad Dressing, quarter page.
Kornlet, quarter page.
Electro Silicon, quarter page.
Burnett's Vanilla, half page.
Airline Honey, half page.
Hormel's Daisy Brand Hams, half page.
Chalmer's Gelatine, quarter page.
Cox Gelatine, half page.
Sealdsweet Oranges, etc., one page.
Frank's Meat Treats, one page.
Dromedary Cocoanut, one page.
Sunkist Lemons, one page.
Swansdown Cake Flour, one page.
Teco Buckwheat Flour, one page.
Worcester Salt, one page.
M. Menamin's Crab Meat, one page.
Fairy Soap, one page.
Bon Ami, one page.
Old Dutch Cleanser, one page.

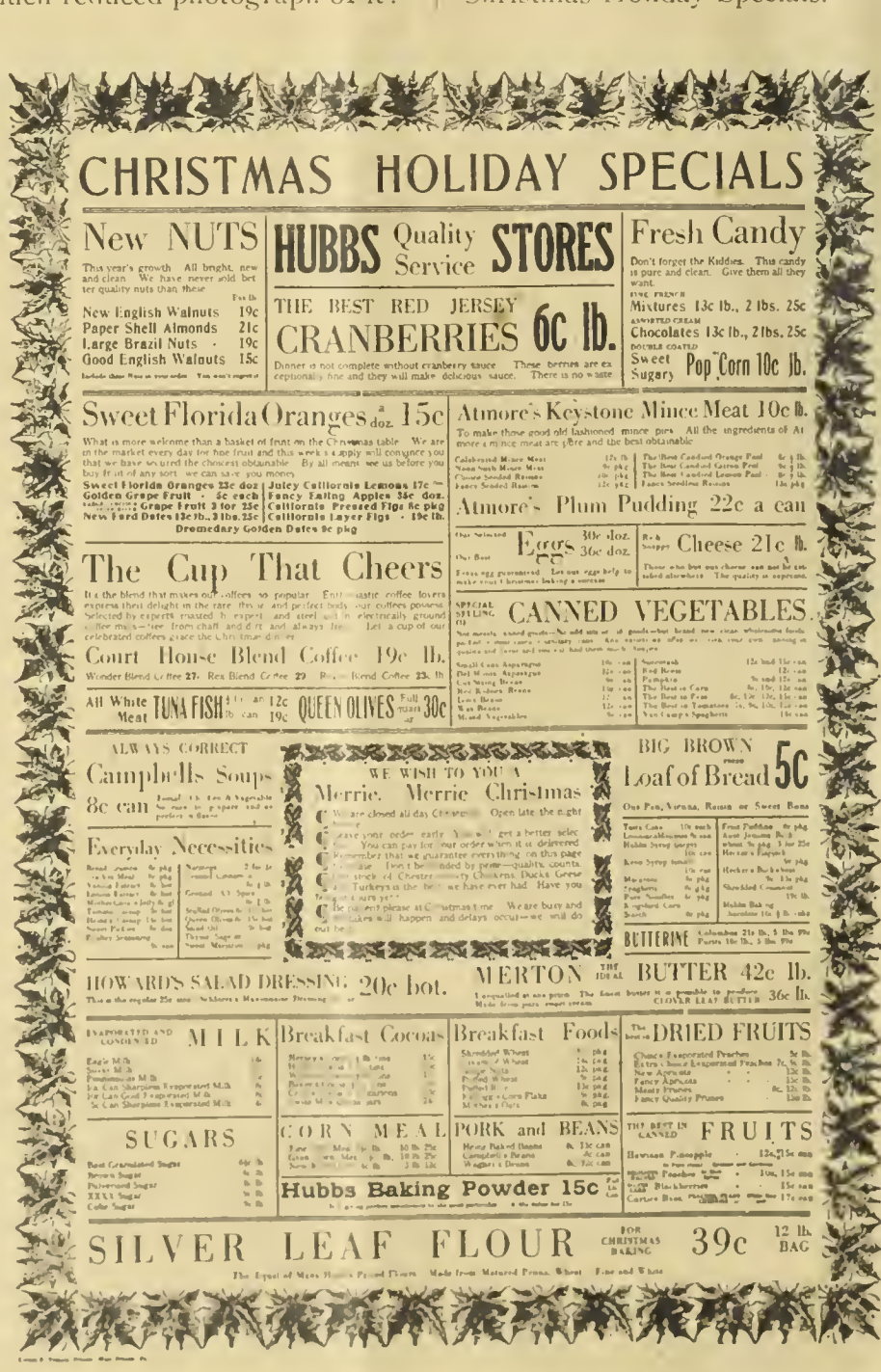


West Chester, Pa., Dec. 29, 1915.
Editor "Science of Advertising."

Dear Sir:—Inclosed you will find a two-color circular which we used Christmas week. What do you think of it?

Let us have your opinion for and against it.

Yours truly,
LEWIS.
For H. R. Hubbs.

The circular enclosed was printed in green and red and presented a very good appearance. I reproduce a much reduced photograph of it:—

CHRISTMAS HOLIDAY SPECIALS
New NUTS
This year's growth. All bright, new and clean. We have never sold better quality nuts than these
Per lb.
New English Walnuts 19c
Paper Shell Almonds 21c
Large Brazil Nuts 19c
Good English Walnuts 15c
HUBBS Quality Service STORES
THE BEST RED JERSEY
CRANBERRIES 6c lb.
Dinner is not complete without cranberry sauce. These berries are exceptionally fine and they will make delicious sauce. There is no waste
Fresh Candy
Don't forget the Kiddies. This candy is pure and clean. Give them all they want.
PURE FRENCH
Mixtures 13c lb., 2 lbs. 25c
ASSORTED CREAM
Chocolates 13c lb., 2 lbs. 25c
DOUBLE COATED
Sweet Sugary Pop Corn 10c lb.
Sweet Florida Oranges a doz. 15c
What is more welcome than a basket of fruit on the Christmas table. We are in the market every day for fine fruit and this week is supply will convince you that we have secured the choicest obtainable. By all means see us before you buy fruit of any sort. we can save you money.
Sweet Florida Oranges 25c doz
Golden Grape Fruit 5c each
Grape Fruit 3 for 25c
New Ford Dates 12c lb., 2 lbs. 25c
Juicy California Lemons 17c doz
Fancy Eating Apples 35c doz.
California Pressed Figs 8c pkg
California Layer Figs 19c lb.
Dromedary Golden Dates 9c pkg
Atmore's Keystone Mince Meat 10c lb.
To make those good old fashioned mince pies. All the ingredients of Atmore's mince meat are pure and the best obtainable
Atmore's Plum Pudding 22c a can
The Cup That Cheers
It is the blend that makes our coffees so popular. Enthusiastic coffee lovers express their delight in the rare flavor and perfect body our coffees possess. Selected by experts roasted by experts and steel cut in electrically ground coffee mills—free from chaff and dirt and always fresh. Let a cup of our celebrated coffees grace the Christmas dinner.
Court House Blend Coffee 19c lb.
Wonder Blend Coffee 27c Rex Blend Coffee 29c Regent Blend Coffee 23c lb.
Eggs 30c doz. 36c doz.
Cheese 21c lb.
All White Meat TUNA FISH ½ lb. can 12c lb. can 19c
QUEEN OLIVES Full measure 30c
SPECIAL SELLING
CANNED VEGETABLES
ALWAYS CORRECT
Campbell's Soups
8c can
Everyday Necessities
WE WISH TO YOU A
Merrie Merrie Christmas
BIG BROWN
Loaf of Bread 5c
HOWARD'S SALAD DRESSING 20c bot.
MERTON THE IDEAL BUTTER 42c lb.
CLOVER LEAF BUTTER 36c lb.
BUTTERINE
EVAPORATED AND CONDENSED MILK
Breakfast Cocoas
Breakfast Foods
DRIED FRUITS
SUGARS
CORN MEAL
PORK and BEANS
FRUITS
Hubbs Baking Powder 15c
SILVER LEAF FLOUR FOR CHRISTMAS BAKING 39c 12 lb. BAG

Undoubtedly this circular will get attention, but I believe it would have gotten more if it had been what it started out to be—an advertisement of "Christmas Holiday Specials." It isn't that at all. Butter, butterine, sugar, cornmeal and probably twenty or thirty more of the articles which appear on this circular are not Christmas groceries. I should have kept them in the background around Christmas time, unless I had something special to advertise about them. It seems clear that they should not have gone on a circular with a heading "Christmas Holiday Specials."

According to my own personal view, this circular is too large. Half or three-quarters the size would have been better, for it wouldn't have presented such a bunch of stuff to read. Particularly stuff not especially connected with Christmas in any way. I can see how the matter on this circular could be cut down probably half. I should have advertised nuts, cranberries, candy, fruit, plum pudding, possibly coffee, a few canned vegetables, soups, perhaps baking powder, olives, poultry, seasoning, and mincemeat, and practically all the other stuff I would have left off. People haven't much time to think about spaghetti, and corn starch around the holiday season and unless you have something very special, it is a waste of time trying to interest them in anything much but Christmas stuff.

* * *

I have for a long time wanted to try an experiment in circular advertising. It is this: instead of issuing one large circular like this once a week, to issue one small circular every day, *with one article advertised on it*. The point is the daily concentration. Just a small circular, perhaps 6 x 8 inches, exploiting one thing as strongly as possible. In six days you could cover a good deal of the ground you could cover on the large circular and I have always believed that the aggregate returns would very likely be better.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Dry Goods Business Normal.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods is normal as compared with the corresponding period of a year ago.

Road sales for immediate and spring delivery show a considerable gain over a year ago, and the number of customers visiting the market shows a slight increase.

Collections are normal.

Prices are firm.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

"Protection"

Read elsewhere in this issue the statement of the American Specialty Manufacturers' Association as to what the above stamps mean on a specialty order. The keynote is protection.

Every manufacturer who doesn't use specialty stamps on his orders is not unworthy, but you are entitled to wonder why, if he has every confidence in his product, he does not show it in the way the strongest manufacturers in the country are showing it.

Everything considered, the best thing you can do from all standpoints, is to refuse to sign any specialty order unless it bears, for your protection, one or the other of the above stamps.

With a stamp on your order, you *know* you're all right. Keep that in your mind.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry g ods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can probably sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. Critchlow, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews, Prattsburgh, N. Y.

Offer No. 100.

We have for sale a Soda Fountain and all accessories, which consist of one six-foot counter, one six-foot marble slab, sterling silver draught arm, with fine and coarse streams; 10-gal, soda tank, charging outfit and cooling box. Cooling box contains 12 syrup bottles, labeled, and two extra syrup bottles. All the things needed to operate same, including 5 crushed fruit bowls and sterling silver ladles, silver soda holders, 3 doz. silver spoons, 8 doz. tumblers, 1 doz. 10-cent and 1 doz. 5-cent Sundae cups, 1 doz. banana split dishes, ice cream dishers, ladle, etc. A large quantity of syrups, used very little and originally cost $75. The complete outfit cost us $250. Will sell for a trifle less than half. This outfit was used but three months, and having gone out of this part of the business are oliged to sell it. Address Lock Box 12, East Bangor, Pa.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅛s, ¼s and 1-pound tins; Chocolate, ¼ and ½-pound packages.

The Cupp Grocery Co., Johnstown, Pa.

Offer No. 106.

We offer the following:—

L. C. Smith No. 2 Typewriter, Serial No. 6,336, in perfect order.

One Beam Nickel Plated Scale Stand, 35 inches high.

One modern Safe, in good order, width 33 inches, depth 26 inches, height 41 inches.

Can be seen at 31 N. Thirty-fourth street. Richard Devine, 31 N. Thirty-fourth St., Philadelphia.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any of the goods listed can be obtained direct.

Advertising Novelties.
A. C. Bosselman & Co., 248 Lafayette St., New York City.

Aluminum Cooking Utensils.
Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.
Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.
Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.
Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.
Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.
Interstate Electric Novelty Co., 29 Park Place, New York City.

Enamel Cooking Utensils.
Republic Stamping and Enameling Co., Canton, Ohio.

Games.
J. W. Hance Foundry Co., Waterville, Ohio.

Household Specialties.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.
Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.
Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.
Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.
Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.
Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.
Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.
Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.
Wm. P. Perkins, 118 Nassau St., New York City.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in stamps to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store trade on commission. H. F. Heacock, 1 N. Second St., Philadelphia, Pa. 12tf

BUSINESS OPPORTUNITIES

FOR SALE.—One of the oldest established grocery stores in Easton, Pa., best location and in growing part of town; stock and fixtures, $1,500; will rent store and dwelling; all property. This proposition will stand close investigation. Reason for selling, present owner conducted this business for nearly half a century and desires to retire from the business. For further particulars address A. A., care Modern Grocery World Publication Co., 927 Chestnut St., Philadelphia. 3

FOR SALE OR RENT

STORES.

FOR SALE.—Fine grocery and meat business in Northern Central Pennsylvania. Dwelling attached to the store, with apartments over same. Good reason for selling. This store does one of the best businesses in the city. Address Box 59, Williamsport, Pa. 4

FIXTURES.

FOR SALE.—Fixtures of a first-class store going out of business; includes glass counters, counter cases, cigar cases, coffee grinder, scales, scoops, stoves, etc. Address J. E. Elliott, Bridgeville, Del. 2

FOR RENT.

FOR RENT.—Floor and window space in the largest up-to-date general store in Manheim, Pa., for men's and women's ready made clothes. Apply to Box 225, Manheim, Pa. 4

This Slicer Is Almost Human

¶ A meat slicer (Climax Computing Sanitary Slicer) that slices, weighs or computes, makes other slicers look like old-fashioned home-made contrivances. It is truly a wonderful machine, and not at all expensive.

¶ Comes without the pedestal if you like, or without the scale. Then it becomes a plain slicer, but far beyond any other in accuracy and efficiency. Write us.

THE ANDERSON COMPUTING SCALE CO.
ANDERSON, INDIANA

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

This Will Be a Good Year

Let us help you out of a whole lot of trouble with our books this year. Will get you the cash—will hold your transient trade—will control your credit customer—save bookkeeping—prevent disputes and forgotten charges. If you do not use them generally you need some 5or the grouchy fellow and other annoying people. Sent f. o. b. destination anywhere in the U. S. Sell them a book and have only one entry where you have 20 to 50 for an account. Inexpensive. We have sent them by the thousands to the same people for years. We want you.

No Charge for Samples and Literature. No Obligation

FORBES INDEXED COUPON BOOKS
WE HAVE SOLD MILLIONS OF THEM
J. P. FORBES, Forbes Building, Coshocton, Ohio

SAFE!

So far as we know, we are the only cereal company that guarantees its product to jobber, retailer and consumer without reservation. We have such confidence in **Wheatena** that we would go further than that if we could.

There is no better merchandise, and can't be, than **Wheatena.** It is not only safe because of the guarantee, but it is a lively seller. **Wheatena** is the greatest cereal repeater in existence.

The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Association

Are Your Shelves

well stocked with **Fels-Naptha** soap? Is it well displayed in YOUR store—so that those who but glance may know at once that they need not go elsewhere for **Fels-Naptha** soap?

Fels & Co.
PHILADELPHIA

WASHES AND BLUES AT ONE TIME
NEEDS NO RUBBING
GUARANTEED HARMLESS
CHASE-O
LAUNDRY CRYSTALS
MAKES THE CLOTHES CLEAN AND SWEET
MANUFACTURED BY CHASE-O MFG. Co.
PHILADELPHIA. U. S.A.

Women Will Confirm This

There are other washing helps beside **Chase-O,** but every other has some weak point. One distributes the bluing unevenly, another gums the clothes up with paraffine, and so on.

Chase-O is an absolutely perfect product. It will cut the work of washing in half. We would be exceedingly foolish to make this statement if it wasn't true. Try **Chase-O** yourself, and then tell your customers what it did for you. Used with boiling water and a little soap. Nickel a box and good profit.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. JANUARY 10, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	16
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	11
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	13
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	17
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	10
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	16
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	15
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	C
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Cheese
Dressed Meats
Dressed Poultry
Eggs
Flour
Live Poultry
Provisions

DECLINES.

Butter
Fresh Fish
Lard and Compound
Peas and Beans

—1—

SUGAR.

	Barrels.
Cut Loaf	7.00
Eagle Tablets	7.50
Crystal Dominoes, 24 5-lb. pkgs	8.60
" 60 2-lb. pkgs	9.10
Patent Cubes	6.35
Confectioners' Lozenge	6.25
Powdered	6.20
Fruit Powdered	6.10
Dessert and Table, 2-lb. cartons, 48 lbs.	6.40
Granulated, fine or standard, McCahan	6.10
" " Franklin	6.15
" extra fine, bbls	6.10
" " 2 lb. bags	6.40
" " 5-lb. bags	6.30
" " 10-lb. bags	6.25
" " 25-lb. bags	6.25
" " 100-lb. bags	6.10
" coarse	6.20
Confectioners' Crystal A	6.10
A Confectioners'	6.00
A No. 1	5.85
A No. 2	5.80
Franklin B	5.65
Extra C	5.40
C	5.25

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.22
First crop, about 28-lb. original boxes		.25
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.26
No. 1, extra quality, 20-lb. boxes		.28

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, For mosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C, or Mixed	.47	.47	.48
Sunflower, I and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 100 2½-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 100 2-oz tins per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3 lb. tins per tin			1.55
Sunflower, I. and C, Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.42½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

	Per case
Rumford Yeast Powder—	
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½ lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.85
" Russet Combination, 1 doz.	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.25
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.30½
Mocha Seed Santos, extra fancy	.16¼
Carcacas, extra fancy, washed	20
Maracaibo, extra fancy	.17½
Santos, Peaberry, extra fancy	14¾
Santos, extra fancy	.15½
Rio, Golden, extra fancy	.13¼
Rio, prime	.11½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" lmp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl	per bbl. 2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	P
Creamery specials	
" extra, 60-lb. tubs	.35-
" first, "	.33-
" second, "	.31-
" third, "	.29-
" dairy, extra, bakers' use, 30–60 lbs	.25-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	31-
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	31
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s. 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per box

JARS AND JAR RUBBERS.

Mason's—	P
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	I
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.	per doz.

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

d Beans—
ter's ..... .95
& M., No. 2 ..... 1.25
npbell's, 20 oz., tomato sauce or Boston ..... per case 1.90
der's, No. 2 ..... 1.40
n Camp's, No. 2 ..... 1.40
ilkshank's, No. 2 ..... 1.35
inz's, No. 2 ..... 1.40
g's Head, No. 3 ..... 1.25
tory, No. 1 ..... .47½
atoes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .75
" " No. 3 ..... 1.00
Beans—
ndard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
cy, small, No. 2 ..... 1.50
Beans—
ndard, New York, No. 2 ..... 1.10
ra fancy, New York, No. 2 ..... 2.00
cy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .60
Kidney Beans—
ndard, New York, No. 2 ..... .95
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .90
—
ndard, New York, No. 2 ..... .90
cy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .80
' Maine, No. 2 ..... 1.00
cy, Maine, No. 2 ..... 1.25
e Peg, No. 2 ..... .85
ole grain, No. 2 ..... .75
—
ndard, New York, No. 2 ..... 1.25
ed, New York, No. 2 ..... 1.50
ra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .75
ed, Southern, No. 2 ..... 1.00
ra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .75
ed, Indiana, No. 2 ..... 1.00
ra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ed Wisconsin, No. 2 ..... 1.40
ra sifted, Wisconsin, No. 2 ..... 2.00
—
ndard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
ash—
dard, New York, No. 2 ..... 1.00
cy, New York, No. 2 ..... 1.25
dard, Maryland, No. 2 ..... .95
cy, Michigan, No. 2 ..... 1.20
gus—
ll, No. 2½ 2.00
ium, No. 2½ 2.20
e, No. 2½ 2.50
, No. 1 ..... 2.25
tins—
dard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
h—
dard, Maryland, No. 3 ..... .95
trout—
dard, New York, No. 3 ..... .80
' Maryland, No. 3 ..... .75

California Canned Fruit.

ts—
a, No. 3 ..... 2.75
No. 2½ 2.10
a Standard, No. 2½ 1.75
dard, No. 2½ 1.50
t Pears—
a, No. 3 ....
No. 2½ 2.50
a Standard, No. 2½ 2.30
dard, No. 2½ 2.15
Cherries—
a, No. 3 ....
No. 2½ 2.90
a Standard, No. 2½ 2.50
dard, No. 2½ 2.25
s, Lemon Cling, Sliced—
t, No. 3 ..... 2.95
No. 2½ 2.00
a Standard, No. 2½ 1.75
dard, No. 2½ 1.50
s, Lemon Cling—
t, No. 3 ..... 2.95
No. 2½ 2.00
a Standard, No. 2½ 1.75
dard, No. 2½ 1.45
s, Yellow Crawford—
t, No. 3 ..... 2.80
No. 2½ 2.00
Standard, No. 2½ 1.70
ard, No. 2½ 1.40

Eastern Canned Fruits.

—
York State, No. 3 ..... .90
" No. 10 ..... 2.90
rries—
up, No. 2 ..... 1.35
ter, No. 2 ....
—
Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
—
, No. 3 ..... 1.35
ds, No. 3 ..... 1.15
o. 3 ..... .85
lt, Extra Standard, No. 2½ 2.00
, syrup, No. 3 ....
water, No. 3 ....
syrup, No. 2½ 1.25
yrup, No. 2½ 1.00
ies—
, in water, No. 2 ..... 1.40
ries—
preserved, No. 2 ..... 1.80
ved, No. 2 ..... 1.60
ar, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz	.90
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s; Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	8.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.35
" No. 2, 1 doz.	9.15
" No. 2½, 1 doz.	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Devlled—	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 2 doz	2.40
R. & R., No. ½, 4 doz.	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz.	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz.	6.30
Turkey, No. ½, 2 doz.	.....
" No. 1, 1 or 2 doz.	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.— Readymaid Concentrated Soups—	Per doz.
Eleven varieties, 10½ oz., 4 doz.	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33

Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.20

Walter Baker & Co.'s—	Per
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26

Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.48
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ½s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50

Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29

Blooker's Cocoa—	Per doz
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.52
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35

Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85

Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.25
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.3
Bensdorp's Royal Dutch Cocoa— Per can.	Per
12 lbs. in box.	
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
½-lb. round cans ..... .29	3.48
1-lb. round cans ..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans 0.50	.50
Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	.28
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.45
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.50
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.56
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	Per lb.
Bensdorp's Cooking Chocolate—	
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tio
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.31	¼ lb.	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.48
20x30, "	.90
24x36, "	1.20
Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.60
9x12, "	.70
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10
Toilet—	Per case
Extra quality, 100 rolls	5.75
Good " 200 "	4.95
Butter, Wax—	Per pkg
9x12, about 480 sheets	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.3[illegible]	.25
½ "	10M	.41	.[illegible]9
1 "	8M	.53	.39
2 "	6M	.71	.52
3 "	5M	.84	.61
4 "	4M	1.08	.7[illegible]
5 "	3M	1.24	.[illegible]0
6 "	3M	1.54	1.12
8 "	2M	1.7[illegible]	1.26
10 "	2M	1.9[illegible]	1.48
12 "	2M	2.3[illegible]	1.73
14 "	1M	2.[illegible]0	2.[illegible]0
16 "	1M	3.15	2.35
20 "	1M	3.4[illegible]	2.62
25 "	1M	3.[illegible]	2.71

—10—

Flour Sacks, satchel bottom— Plain	
Majestic	per 100
Ex. Heavy	
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40
No. 2, Manilla light weight— Per lb.	
12 in. rolls	.02⅜
15 "	.02⅜
18 "	.02⅜
20 "	.02⅜
24 "	.02⅜
Silk Fibre, No. 1—	
9 in. rolls	.02¾
12 "	.02¾
15 "	.02¾
18 "	.02¾
20 "	.02¾
24 "	.02¾
30 "	.02¾
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	3.75
25 roll lots ..... "	2.75

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.75
Gold (Tall) ..	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

	Boxes
J. S. Ivius' Son—	
Assorted Jumbles	.10
Cocoanut Ripple	.11
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.09
Lunch Biscuit	.c9
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.09
Sugar Cookies	.10
Water Crackers	.08
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons	.17
" Butters	.16
Cocoanut Macaroon	.16
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.16
Sweet Marie	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

—11—

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ..... per doz.	1.40
" " witb horseradish .... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish .... "	.....
Weln Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sitting top, 2 doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swlss, selected, tub	.....
" " loaf, 37 .... less	.38
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.22
Roquefort ..... 12 ln case, "	.....
" ..... less than case, "	.48
Parmesan, about 30 lbs ..... loaf, "	.....
" ..... less than loaf, "	.....
Edam, 12 ln case ..... case	.....
" ..... single	.....
" ln tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestlc, wood boxes ..... per doz.	.....
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.27½
" " ..... less than loaf	.29
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.23
Limburger, No. 1 ..... box and ½ box	.18½
" " ..... less than ½ box	.20
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	18-.20
English Dairy ..... "	.22½
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 ln box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 ln box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00
American— 50 and 100-lb. boxes.	Less.
Cervelat (Circle S.) ..... .28½	.30
" (Diamond S.) ..... .27½	.29
" Peutonic ..... .24	.25
" Gothaer ..... .32	.33
Salami (Circle S.) ..... .28½	.....
" (Diamond S.) ..... .27½	.....
" (G. A. P.)	.....
Landjager, short ..... per lb.	.35
" long ..... "	.....
Mortadella, dry ..... "	.....
Knackwurst, 25 in box ..... per box	4.75
" ..... per doz.	2.40
Tongue Sausage ..... per lb.	.18
Smoked Braunschweiger Liver Sausage "	.18
Lacbs Ham ..... "	.39
Petit Delicatess Frankfurters, plain .. per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.	1.00
Lebanon Beef Balogna ..... per lb.	.20-.22
Paprika Speck ..... "	.18
Mettwurst, half round ..... "	.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.	.35
Smoked Thuringer Blutwurst ..... "	.....
" Pfefferwurst ..... "	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	6.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....

—12—

Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	15.5
Milkers, " bbls	.....
" " ½ bbls	.....
Marinirte Herring, Imported, about 40 ln pail ..	2.7
Roll Herring, imported, about 25 in pail	.....
Spiced Herring, imported, about 40 in pail	.....
Norway Stockfish, dry ..... per lb.	.1
Matjes Herring ..... piece	.....

Bismarck Herring.

Round tins, with key, pint .. .. per doz.	2 (
" " quart ..... per tin	..
" " 2 quarts	..
" " 4 quarts	1..
Roll Mops, 4-quart tln	1..
" 2-quart tin	.
" quart tln	...
Kruger's Roll and Brat Haring, oval tins, doz.	...

Russian Sardines.

Imported, Wallkoff brand ..... per keg	...
" 5-lb. pails ..... per pail	...
" 10-lb. pails ..... "	...
Cut Spiced, 10-lb. pails	1..
" 5-gal. keg ..... per keg	...
Russian, ln glass jars ..... per doz.	...

Norway Anchovies.

Fancy, keg	..
" ½ keg	..
" ¼ keg	..
" ⅛ keg ..... per doz.	3.
Original package ..... per ⅛ bbl.	..
Repacked, 5-lb. pails ..... per pail	..
" 10-lb. pails ..... "	..
" 5-gal. kegs ..... per keg	..
" ½-lb. flat tins ..... per doz.	..
" ½-lb. tall tins ..... "	..
" 1-lb. tall tins ..... "	2

Salt Sardellen.

Original packages, 1902 ..... per anker	.
Repacked, kegs, about 8 lbs ..... per keg	2
" pint jars ..... per doz.	5
" large tumblers ..... "	.
" small tumblers ..... "	2

Russian Caviar.

1-lb. tins ..... per doz.	
½-lb. tins ..... "	
¼-lb. tins ..... "	
⅛-lb. tins ..... "	

German Dill Pickles—Regular

60-gal. casks, about 2000 ..... per cask	
50-gal. bbls., about 1200 ..... per bbl.	
15-gal. kegs, about 500 ..... per 100	
10-gal. kegs, about 300 ..... "	
5-gal. kegs, about 150 ..... "	
10-lb. pails, about 50 ..... per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask .....

Domestic Sourkrout—Long Cu

60-gal. casks ..... per eask	
48-gal. bbls ..... per bbl.	
10-gal. kegs ..... per keg	
5-gal. kegs ..... "	
10-lb. pails ..... per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb.	
Spitzkugein ..... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins ..... per tin	
" small tins ..... "	

Pickles and Onions in Vineg

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	
Green Kern ..... per lb.	
Potato Flour ..... "	
German Drled Pears ..... "	
Dried Musbrooms ..... "	
Junlper Berries ..... "	
St. John's Bread ..... "	
Bay Leaves	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medinm, a doz ..... per do	
" Club, 6 doz ..... "	
Red Edam ..... es	
Philo Cream, 1 doz. 10c. size ..... per do	
Elkhorn Pimento, 1 doz ..... "	

—13—

EGGS.

	Per doz.
by, candled and selected, 30 doz	.40
ern, selected	.37–.39
n Farm	.39
u, packed in cartons	.37

FANCY GROCERIES.

nd Staple Paste, 5-lb. cans, per lb.	.33
ovies, in oil, 6 ring bottle, per doz.	5.00
" " 3 ring bottle, "	3.25
rs, Nonpariel, ½-gal. kegs	1.25
" quart, glass, per doz.	7.50
" bottled, ¾ size, "	2.25
" " ½ size, "	2.00
" " ¼ size, "	1.20
on Ginger, large pots, 6 to case, per case	4.25
" medium, 12 to case, "	4.50
" small, 24 to case, "	4.25
ies in Maraschino, glass, 1 doz, "	7.00
Chowder, Burnham, 4 doz. 1-lb., per doz.	.90
" " 2 doz. 3-lb., "	2.20
e Powder, pints, "	3.60
" 4 oz, "	2.40
" 2 oz, "	1.40
h Peas, extra fins, per case	21.00
ann's Irish Oatmeal—	
b. cans, per doz.	3.00
b. cans, per tin	.65
b. cans, "	1.65
ley & Palmer's Petit Beurre Biscuit, lb.	.24
" Dinner Biscuit, "	.33
" Breakfast Biscuit, "	.33
Packed 7 and 5 lbs. in a can.	
Pepper, ring, pints, per doz.	1.25
" ½ pints, "	.60
stone jars. 4 doz	1.75
dore Marquett Mushrooms—	
st choice, per case	32.00
biee, 100 tins, "	30.00
tel, 100 tins, "	28.00
les, ½, per tin	.20
½, "	.35
¼, "	.60
½, "	1.25
ips pickled, small size	1.10
Dunbar's, 2 doz, per doz.	2.75
n Cordial, Bishop's, 1 doz, "	6.50
alized Ginger, 1-lb. tins, "	3.75
" ½-lb. tins, "	2.25
Juice, Rose's, "	4.50
e Rose Water, "	2.25
Peach Water, "	2.25
l Olives, "	5.25
Franco-American Food Co.—	Per doz
ths for invalids, all kinds, ½ pints, 4 doz.	1.40

JILLON CUBES AND LIQUIDS.

o Bouillon Cubes—	
tin, 100 cubes	1.70
" 50 cubes	.90
doz. tins, 12 cubes each	2.75
o Clam Bouillon—	
z. bottles, 1 doz	2.00
z. bottles, 1 doz	3.75
o Tomato Bouillon—	Per doz.
t bottles	6.00
rt bottles	9.00
ion jugs, each	2.75
g's Oxo Cubes—	
s, 10c. size, per doz.	.85
os, 25c. size, "	2.00
s, 100 cubes, per 100	1.65
ur's Beef, Clam and Chicken Cubes—	
all boxes, 12 cubes, 1 doz	2.50
dium boxes, 50 cubes, per tin	.90
ge boxes, 100 cubes, "	1.70
ur's Concentrated Bouillon—	
t, size 2, 1 doz	3.50
" 4, 1 doz	6.75
" 8, 1 doz	13.00
" 16, ½ doz	25.00
ur's Tomato Boulllon—	
les, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5, per bottle	3.00
cy jugs, size 2, per jug	1.25

EXTRACT OF BEEF.

ur's Solid Extract of Beef—	Per doz.
, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
r's Fluid Beef Extract—	
les, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ta	7.15
Midas	7.50
Medal	7.25
urne	7.15
p	7.60
ury's Best	7.15
r Idem	6.55
of the West	6.25
m	6.15
Veil	7.15
r	7.00
eal	6.45
White	7.50
r's Best	6.85
Imperial	6.90

Prepared Flours.

	Per case
a Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
. 14-oz	1.44
. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

r's Buckwheat, medium, 12s	1.56
Flap Jack Flour, 18s	1.50
Jerry Buckwheat, 36 2s	2.75
Pancake, 36 2s	2.60

—14—

Presto, 18 pkgs	1.60
Aunt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags, per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	5.10
Michigan Pea, new, bags about 2½ bushel	4.12½
Red Kidney, 60 lbs. to bushel	5.30
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 1 bushel bags	3.85
Lentils—	Per lb.
000000, 210-lb. bags	.16
Less quantity	.16½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s, per case	1.80
Pearl, 100-lb. bags, per bag	2.30
Grits, 100-lb. bags, "	2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls, per bbl.	6.20
B, 100 lbs, per keg	3.25
Rolled Oats—	
Avena, 180 lbs, per bbl.	5.90
" 90 lbs, per keg	3.10
" 90 lbs, per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs, per case	2.50
Instantaneons, 50 1s, "	4.00
Colburn's Hasty, 36 pkgs, per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz, per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs.	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malted Breakfast Food, 36 2-lb. pkgs	4.40
" " 18 2 lb. pkgs	2.20
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwieback	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free, per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free, per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz, per case	1.60
Minute Gelatine, 3 doz, per case	3.25
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Stralght flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant: Wine Flavors: Port, Sherry, Madeira, per doz.	.90

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04–.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.12
Cubes or Elbows, 24 1	.....
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freibofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4	400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5	550-650	20.00	10.60	5.50	1.25
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24 00	12 60	6.50	1.45
Extra Irish, No. 2	300-350	27 00	14.10	7.25	1.60
Medium Irish, No. 2	350-450	26.00	13.60	7.00	1.55
Irish, No. 4	400-450	25.00	13.10	6.75	1.50
Large Cape Shore	100-120	16.00	8.60	4.50	1.05
Med. Cape Shore	180-220	.....	.....	.....	.....

—16—

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	8.00	4.60	.....	.....	.....
Herring, large No. 2, Lab. Splits	.....	.....	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" " medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5 50	3.35	.....	.50	.45
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs, per lb.	.18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
"Highland Beauty," 20-lb. boxes, per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	.....
Gilt Edge, 40 lbs	.06¼
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs.	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08¼
" medium	.08
Pollock	.....
Hake	.....
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

New Extra Scaled Herring, per box	.15
Boneless Herring, fancy 10-lb. boxes, per lb.	.16
Smoked Salmon, whole fish, "	.30
Smoked Bloaters, 50s, per box	.....
Finnan Haddies, 30-lb. boxes, per lb.	.....

FRESH FISH.

	Per lb.
Halibut	.12 –.17
Bass Native	–.15
Salmon, fresh	.15 –.20
Eastern Cod	–.12
Croakers	–.06
Large Hake	.09 –.10
Haddock	–.08½
White Cat Fish	–.15
Red Cat Fish	–.12
Spanish Mackerel	– 14
Snappers	– 12
Eels	–.12
Rock Fish	.13 –.20
Lobsters	–.37
Flounders	–.09
Large White Perch	–.14
Sea Bass	.08 –.10
Blue Fish	.17 –.20
Porgies	.....
Fresh Mackerel, each	.25 –.40
King Fish	–.10
Weak Fish	.08 –.17
Butter Fish	–.06
Steak Fish ½c. per lb. additional.	

OYSTERS.

Absecons, Primes	8.50 – 9.00
" Culls	4.00 – 4.50
Tuckerton, Primes	9.00
" Culls	4.50
Cove, Primes	9.00 – 10.00
" Culls	4.50 – 5.25
Blue Points	– 6.00
Rockaway, bbls.	– 5.50
" boxes	– 5.75

CLAMS.

Pickert's, cans, No. 1, per doz.	1.00
" " No. 2, "	1.45
Clams, per M	7.50 – 9.50
Necks, "	5.00 – 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size, per doz.	1.00

SEEDS.

Caraway, per lb.	.15
Celery, "	.37
Poppy, "	.30
Canary, bags	.08
Rape, bags	.13
Hemp, bags	.04½
Millet, 50 lbs, per bush.	.50

—17—

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09½
" 25 lbs	.09¾
" 48 pkgs	.10
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.09½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.08½
Fancy Muirs, 50 lbs	.07
Extra choice Muirs, 50 lbs	.07½
Extra fancy Muirs, 25 lbs	.08
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	15
Plums pitted—	
Fancy Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.13
Currants—	
Knighthood, 40 pkgs	.14
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.12
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs.	.09¾
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10
50–60	.08¾
60–70	.08¼
California, 25-lb. boxes—	
40– 50	.10½
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
	Per box
Clusters, Imported—	
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.20
	Per lb.
California Seedless—	
Thompson, 50 lbs	.10
Sultana, fancy, 50 lbs	.09½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08
" 3 crown, 50 lbs	.07½
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.08¾
	Per pkg.
Seeded—	
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	
Crystal, 40 pkgs	.09
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11¾
Valca, Thompson, 40 1s	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
	Per lb.
Dunham's—	
¼-lb. pkgs., 15 lbs	.29
¼ and ½-lb. pkgs., 15 lbs	.28½
	Per case
Baker's Premium—	
120 5c. pkgs	4 40
60 5c pkgs	2.20
30 10c. pkgs	2 10

HORSERADISH.

	Per doz
Diamond cut glass, 2 doz	.½
Muleman's, No 8 bottles, 2 doz	.2½
Schramm's, large tumbler, 2 doz	.[illegible]
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 12 [illegible]	bottle .10
Continental, red 1 doz	.[illegible]
" Black, 1 doz	.[illegible]
" Writing Fluid [illegible]	qt. [illegible]
Royal, black, 1 doz	[illegible]
Stafford, Commercial [illegible]	[illegible]
Thurber-Davis Co—	Per [illegible]
Diamond Chemical Writing Fluid	qt. [illegible]
Sonora, Oriental, black	[illegible]
" Green, Indelible Writing	[illegible]
" Mucilage Books, 100 [illegible]	[illegible]
" Electro Copying, 1 [illegible]	[illegible]
Letterine, blue Standard ink, 1 oz. [illegible]	[illegible]

—18—

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.40 .50	.70

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal, Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 50
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 40
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	4 60
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.25
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	4 00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	3 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 10
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	5 25
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.10
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	5 25
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.10
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 15
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 05
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 00
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 00

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 60 lbs	.13½
Armour's—	
	Per doz.
Veribest, Concentrated—	
1 lb. jars, 2 doz	2.40
2 lb. pails, 1 doz	4.25
	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.40
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs.	.13½
" 2 lbs	.13
" 4 lbs.	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 20 lbs	.10¾
" 40 lbs	.10⅜
Jack's Non-pareil Brand—	
Barrels 44 lbs., halves 220 lbs., quarters 125 lbs., kits 60 lbs.	.09½
Tubs, 7, 21 and 18 lbs	
Charge for packages as follows: 7 lbs. 60c., 3 [illegible] 15c. Returnable if in good order	
Peerless Oil Sweetened—	
Barrels, 400 lb. pails, etc	.08
Tubs, 15 lb. tubs	.08½

Packages not returnable.

—19—

LIME.

	Per lb.
Chloride, Aeme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	28.50
½-gal. tins, 10 gal.	27.00
1-gal. tins, 10 gal.	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.00
¼-gal. tins, 10 gal.	26.50
½-gal. tins, 10 gal.	25.00
1-gal. tins, 10 gal.	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
	Per doz.
Beech Nut—	
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
	Per gal
Pompeian Olive Oil—	
Full measure tins, gallon	2.70
" " half gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
	Per gal.
Normanna Olive Oil—	
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	1.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2 per case	7.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¾-oz cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2.70
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17½
Filberts, bales, about 200 lbs	.13
Brazils, large, bags, about 100 lbs	.14½
Pecans, large, bags, about 100 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs.	.15¼

—20—

Peanuts, Green—	
Jumbo	.[illegible]
Fancy, hand picked	.0[illegible]
Virginia, choice	.0[illegible]
Peanuts, Roasted—	Per bu
Jumbo	1.7[illegible]
Fancy, hand picked	1.[illegible]
Virginia, choice	1.0[illegible]
Big Nickel 100 cartons	3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18.25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.00
10-gal. keg	8.50
5-gal. pail	4.35
Sour and Dill—	
45-gal. bbl., 1800s	17.50
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19.00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.00

VINEGAR.

	Per
Pure Cider, 45 grain	[illegible]
" 40 grain	[illegible]
Distilled, 45 grain	[illegible]
" 40 grain	[illegible]
Fermented, 45 grain	[illegible]
" 40 grain	[illegible]
Beech-Nut, quarts per doz.	2
" pints "	[illegible]
" ½ pints "	[illegible]
Cruikshank, distilled, white per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	23
Jersey Pork, butt per bbl.	21
" family "	2[illegible]
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs. per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans...

SCRAPPLE.

	P[illegible]
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	
1 doz. 8-lb. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	[illegible]
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight per lb.	
Tubs, net "	
No. 10 tins 6 in crate	
No. 5 tins 12 in crate	
No 3 tins 20 in crate	
Compound—	
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb " 60 lbs	
3-lb. " 60 lbs	

—21—

DRESSED MEATS.

Dressed Stock—	Per lb.
ers	.10 –.14
ifers	.09 –.13
ws	.08 –.11
al Calves	.14½–.15½
tra Calves	.... –.16½
uthern and Barnyards	.09½–.12½
untry Dressed	.14½–.15½
tras	.... –.16½
eep	.09½–.10½
tra Wethers	.... –.11½
mbs	.14½–.15½
tra Lambs	.... –.16½
gs	.10 –.10¼

BUTCHERS' SUNDRIES.

1 Steer Tongues, each	–.80
Tongues	–.60
Heads, scalded	.50 –.75
tbreads, veal, per pair	.75 –.80
" beef, per lb.	.25 –.30
Livers, "	.25 –.30
Kidneys, per doz.	1.25
Livers	.10
ils, per doz.	1.20
ts, beef, per lb.	.05
beef	16,00
erloin, beef, western	.22
1 Pork, loins, city	.13
" " western	.13

DRESSED POULTRY.

eys—	Per lb.
stern, young hens, 8 to 10 lbs	.28 –.30
" young toms, 15 to 18 lbs	.28 –.30
l hens and toms	.24 –.26
mmon to good	.18 –.20
ers—	
iladelphia, fresh killed, 3 lbs. and nder to pair, fancy	30 –.32
ladelphia, fresh killed, 3½ to 4 lbs. pair	.30 –.32
iladelphia, fresh killed, 3 to 3½ lbs. pair, fancy	.30 –.32
s—	
stern, fancy, heavy	.18 –.20
avy Roasters, 4 to 5 lbs	.20 –.21
r to good	.15 –.17
l cocks	.13 –.14
bs—	Per doz.
me, large, fancy	4.50–5.00
ked	3.00–3.50
rk	1.75–2.00

LIVE POULTRY.

g Chickens, nearby, 1½ to 2 lbs	.20 –.22
Springers	.19 –.20
s	.19 –.20
ters	.12 –.13
s, young	.15 –.16
old	.14 –.15

RESERVES, JELLIES, JAMS AND MARMALADES.

—	Per doz.
ter's, pure	.95
it jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
immel's, 8-oz. tumblers	.80
ional, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
rves—	Per lb.
immel's pure, 12-oz. jars, 2 doz...per doz.	1.60
ional, 30-lb. pails	.09½
thwark, 30-lb pails	.06½
" 3-lb. toy pails, per doz.	3.00
—	
immel's, pure, 10-oz. jars, 2 doz	1.40
thwark, assorted, jars, 2 doz	.90
e Marmalade—	
tley's imported, 4 doz	1.90
immel's, pure, 2 doz	1.50
-Nut Brand Conserves—	

—	Per doz., in glass Large	Medium	Individual
wberry	3 25	2.00	1.10
l Raspberry	3.00	1.80	1.00
kberry	3.00	1.80	1.00
ch	2.25	1.40	.80
nberry Sauce	2.25	1.40	.80
cord Grape	2.40	1.50	.90
n	.....	.....	.....
ed Plum	2.25	.....	.....
nson Plum	2.25	1.40	.....
—			
Currant	3.00	1.80	1.00
k Currant	3.00	1.80	1.00
ice	3.00	1.80	1.00
pe	2.25	1.40	.80
Apple	2.35	1.50	.90
le, Spitzenberg	2.25	1.40	.80
va Jelly	.....	1.80	.....
ves—			
apple, sbredded	3.00	1.80	1.00
ry	3.25	2.00	.....
lades—			
e Fruit	2.25	1.40	.80
barb	.....	.....	.....
ge	2.20	1.35	.80

e jars packed one dozen, medium two dozen dividual three dozen per case.

—22—

Fruit Butters—	Per doz
Apple, Southwark, 30 lbs, per pail	1.15
" " full 5-lb. slip cover tins, ½ doz, per case	1.60
" Schimmel's, 30-lb. pails, per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz, per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz...per doz.	3.15
" Mother Cook's, No. 14, 2 doz, doz.	.85
Peach, 30-lb. pails, per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum, per lb.	.15
Borax, powdered, bulk "	.11
" lump, bulk "	.09
Butter Color, W. & R, per doz.	2.00
Bluestone, bulk, per lb.	.12
Copperas "	.02½
Camphor, gum, 1-oz. blocks "	.70
" flakes, 250-lb. bbls "	.18
" " less quantity "	.19
" Tar Balls, 250-lb. bbls "	.17
" " less quantity "	.18
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.80
Carbonate of Ammonia, per lb.	.15
Epsom Salts, bbls "	.04½
Glauber Salts "	.02½
Glue, ordinary "	.11
" white "	.20
Gum Arabic "	.50
Haarlem Oil, per doz.	.40
Husband's Magnesia "	2.90
Jamaica Ginger, Hires', flasks "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root "	.12
Putty, 25-lb cans, per 100 lbs.	1.57½
" 50-lb. cans "	1.47½
Petroleum Jelly, screw top, 5c. size, per doz.	.35
" " 10c. size "	.75
Paris Green, 100-lb. kegs, per lb.	.17
" ¼-lb. pkgs., 50 lbs "	.22
" ½-lb. pkgs., 50 lbs "	.21
" 1-lb. pkgs., 50 lbs "	.20
Rosin "	.04½
Roach Powder, BB, 4-oz. cans	2.00
" " 10c. size, per doz.	.80
Roachsault, 10c. size "	.80
Saltpetre, crystal, about 350-lb. bbls, per lb.	.38
" granulated, about 100-lb. kegs "	.38
Sulphur, flour, 175-lb. bbls, per 100 lbs.	2.50
" 100-lb. bags, per lb.	.02¼
" less quantity "	.03
Venetian Red "	.02
Whiting "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz, per doz.	4.00
Bath Brick, 25 in box, per box	.60
Sealing Wax "	.03
Silver Sand, per hbl.	1.20
Tar, pts, per doz.	.....
" qts "	.....
" gals, each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums, per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases, per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals, per gal.	.18
" ½ bbls., 28 gals, per ½ bbl.	5.60
" kegs, 14 gals, per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 29/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz, per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs, per 100	.70
Kegs, 150 lbs, per 100	.80
Granulated, 60-lb. boxes, per box	.60
" Crystal Brand, 24 2½-lb. pkgs., per case	.80

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05½
Dwight's, 1-lb. pkgs., 36 lbs	.04¾
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer, 2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz, per box	2.75
Kleenatub, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.80
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz, per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size, 100 cans	3.85
" 5c. size, 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz, per doz.	.45
Sunbright Cleanser, Swift, 60s	2.25
Red Seal Cleanser, 4 doz	1.90
Bon Ami Powder, 3 doz	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Aluminshine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s, per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	10b	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co.	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G.	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co.	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.00
Star, P. & G.	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	3.85
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.50
Pride, 100 bars	2.90
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, ½ size	3.75
Soapine, No. 3, 100 12 oz	4.00
Pearline, 36 10c pkgs	2.80
" 100 5c pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, ½ size	3.75
Snow Boy, Lautz, 6 ½ size	2.40
" " 4 ½ size	3.75
" " 1 ½ size	3.75
" " 4 family size	3.75
" " laundry size, 6 tea bars in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	26
Tumeric	.09½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05
" less quantity		.05½
Cinnamon, Canton, fancy		.11
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.55
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.25
" large		.28
Pepper, black, original bags		.16
" less quantity		.17
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1 lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1 lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1 lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1 lb. pkgs	.07½
" " 12 6 lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¾
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03½
" 48 1 lb. pkgs	.05¼
" 16 1-lb. cartons	.05¼
" 6 lb. boxes	.06¼
Celluloid, 64 10c pkgs	5.00
" 64 5c pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gr
Frumentine Paste, small, 1½ gross	5.00
" " large, 1½ gross	7.00
" Liquid, large, 1½ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	
Small, per gross	5.00
Large, "	9.00
Packed ½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.37½
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 8 oz., 1 doz, "	.30
Le Page's Glue, bottle, "	.80
" tube, "	.80
Royal Glue, 3 doz, "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½
Matting Tacks—	Per doz
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
	Per lb.
Jute—	
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz
Selser's, small bottles, 2 dos	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 dos	1.40
" small bottles, 2 dos	.90

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2, cans, 2 doz	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
	Per case
Karo, cane flavor, 24 2 lb	1.90
" " 12 5 lb.	2.25
" " 6 10 lb	2.15
" crystal white, 48 1½ lb	3.50
" " 24 1½ lb	1.80
" " 24 2 lb	2.15
" " 24 2½ lb	2.55
" " 12 5 lb	2.50
" " 6 10 lb	2.40
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
	Per doz.
Nuorlyn—	
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
	Per doz.
Perfection—	
No. 2, 2 doz	.90
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.90
" " cups	1.25
Turkey, No. 2, 2 doz, per doz.	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	3.1
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	2.9
7, " "	3.2
6, Housebold	2.8
7, "	3.1
6, Monogram	3.
7, "	3.6
Daisy	2.

Washboards.

	Per
Single Zinc—	
No. 100, Northern Queen, Protector	...
No. 101, Tidal Wave	...
No. 123, Seal Globe	...
No. 126, Ruby	...
Double Zinc—	Per
No. 56, Red Cross Swing, Protector	...
No. 80, Double Seal Globe, Protector	...
No. 85, Double Stag, Wide Head	...
No. 687, Double Leader Swing, Protector	...

Buckets.

	Per
Painted, 2 hoops, flat	1.
" 3 hoops, flat	1.
Galvanized, 10 qt	..
" 12 qt	..
Indurated Fibre	2

Butter Dishes.

Wire ends, 1 lb, per 1000	1.
" 2 lb., oval, per 1000	1.

Clothes Pins.

	Per
5 gross	.

Mops.

O-Cedar—	Per
Polish Mop, large size	15
" smaller size	9
Triangle Mop, large size	15
" small size	9
Dusting Mop, black, large size	15
" small size	9

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Pe
1, Extra fancy large grass	1
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	Pe
No. 34, fibre, strap handles	1

Shoe Brushes.

With Handles and Daubers—	Pe
No. 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, " " socket daub, sol. bk.	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
81, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ½ gross	
Sensation, ¼ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per bo.	
Yeast Foam, 1½ doz	"

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, January 17, 1916. No. 3

The man who gets to be known as absolutely truthful, even though he is only an ordinary sort of chap, will never want a job, or a livelihood. Such men are so rare that they attract everybody as soon as their real character is known.

How "Settle-up Day" Has Worked Where It Was Tried. The National Credit Men's Association Wants All Towns to Try It.

New Scheme Comes Out of New York, This Time to Sell Coffee Direct from Storage Warehouse to Retailer.

A Concerted Plan to Repeal the National Bankruptcy Act on the Ground That It Befriends Crooks and Defrauds Creditors.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in the United States and Canada. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

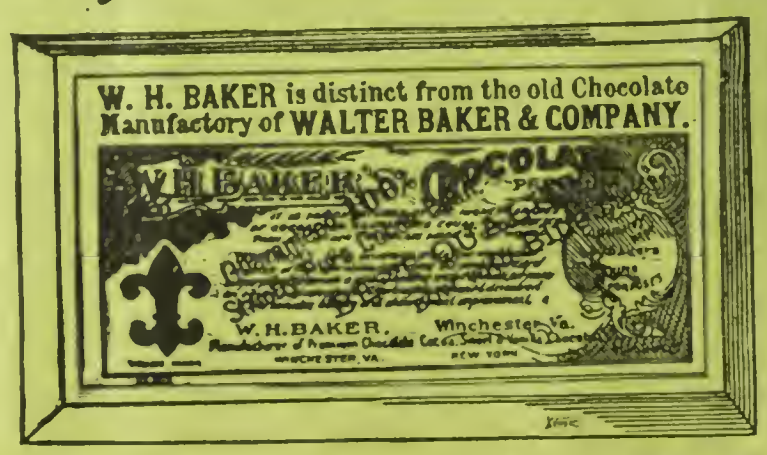
Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

W. H. BAKER, WINCHESTER, VA.



Chocolate and Cocoa Preparations

UNITED STATES SERIAL No. 5287
Guaranteed Under the Food and Drugs Act, June 30, 1906

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, January 17, 1916. No. 3.

lodern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

OCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

1 { Filbert 3286 / Filbert 3287 Keystone, Race 746
vate Exchange.

All Checks and Drafts payable to the Gro- World Publication Co.

n independent journal published ex- ively in the interests of modern mer- nts of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

bscription Rates, Including Postage, Payable in Advance:

PER YEAR

United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
gle Copies	.10

Contents.

PAGE

y Not Start a "Settle-Up Day" in Your Town? 4

se People Think Granulated Sugar Will Rule Around Seven Cents This Summer 4

vernment Says Parcels Post Food Prices Are Too High to Get Much Business 5

s This Coffee Scheme Been Offerred to You? 6

y a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 6

nt Bankruptcy Law Repealed... 7

torial 8
he Quick, Large Turnover.
he Key to Selling More Canned Goods.
Misstatement.
epeal the Bankruptcy Act.
nefficient.

PAGE

Among the Trade 8

Worth Reading and Remembering.. 8

Correspondence 9

This General Storekeeper Will Try to Get Some New Food Laws Next Session 10

Pennsylvania News Items 10

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter 11

The Grocery Markets 12

Individual Market Reports 12

Items of General Interest 13

The New York Letter 14

"The Stroller's" Column (Contributed) 20
Some Wise Remarks About Business Men Going Into Politics.

Selling Talks with Clerks..... 20

Association News 21

Legal Department 22
No. 346.—Protecting One's Self Against a Partner.

Weekly Window Display Suggestions 22

Pennsylvania Organization Notes... 23

Science of Advertising 24

Subscribers' Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 10

American Specialty Manufacturers' Association 25

American Sugar Refining Co. 19

PAGE

Anderson Computing Scale Co., The, 13

Babbitt, Inc., B. T. 27

Baker & Co., Ltd., Walter 10

Baker, W. H. .....Cover 2

Buckley, Elton J. 4

California Associated Raisin Co..... 13

Chase-O Manufacturing Co. 27

Crescent Manufacturing Co. 10

Davis & Davis 10

Dayton Moneyweight Scale Co. 27

Fairbanks Co., N. K. 13

Fleischmann's Yeast 10

Forbes, J. P. 27

Franklin Sugar Refining Co., The, Cover 4

Harris Co., Wm. B. 7

Hamilton Corporation, The 5

Heacock, H. F. 27

Heekin Can Co., The 23

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books 27

PAGE

International Harvester Co. 19

Knight Cooking Extract Co..... 10

Knox Co., Inc., Chas. B.....Cover 4

Kirk, Foster & Co. 14

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 25

Mapleine 10

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products 9

Nowland Co., A. C. 21

Philadelphia Electric Co. 26

Rumford Chemical Works 23

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 10

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The 27

Where to Get Premium Goods..... 26

Why Not Start a "Settle-up Day" in Your Town?

The National Credit Men's Association is Using the Successful Experience of an Iowa Town to Draw General Attention to the Plan. Read How the Money Rolled in at Waukon, Iowa.

The Minneapolis Credit Men's Association has been sending to the various trade organizations throughout the Northwest an article entitled, "Settle-up-day" and has secured for it wide publication. The purpose has been to try to encourage the merchants' organizations in various communities to try out the Waukon, Iowa, plan for a settle-up-day, the remarkable results of which are set forth in the circular given.

It would be a great boon to business and to society as a whole if the Waukon plan were made use of in every town and city of the country. There undoubtedly is a healthier tone in Waukon as a result of this experiment. The day of interminable credits in Waukon has passed, there is a finer sense of the obligation connected with a debt than there has ever been in that town before and manufacturers and wholesalers can make their sales to retailers there with better assurance than ever that their invoices are to be paid within the time stipulated.

The following is the interesting circular prepared by the Minneapolis Association:—

SETTLE-UP-DAY.

Two small cities of the Middle West have had a "settle-up-day" and merchants and customers say it's fine. The first "settle-up-day" was held at Waukon, Iowa, a short time ago. The Waukon merchants' organization entered on the plan after two weeks of thorough advertising in the newspapers and in circulars distributed from house to house and from farm to farm in the surrounding country. They then mailed statements to all their patrons, especially those in arrears, calling their attention to the approach of "settle-up-week" and detailing the plan of the merchants.

The merchants announced that they had notified all wholesalers and jobbers with whom they traded of their intention to use the money paid in to them by their patrons to meet bills of wholesalers, as well as all other bills outstanding in the Waukon community; and, in fact, about half of the money taken in by the merchants was paid out to factories and producers in and about Waukon.

The week did not open very propitiously for the plan, but when two days had passed nearly 500 bills were counted paid. It was estimated that there were about 2,500 outstanding bills By Wednesday of that week the paying-up movement was under full headway, and the campaign was so pushed that merchants were enabled to remind the backward debtor with a minimum of offense.

"Have you paid your bill to-day?" signs were posted throughout the city, and the query was picked up widespread by the citizens and applied with as much freedom as the "Have you registered to-day?" query of primary politics.

The general run of the citizens responded without difficulty to the plan, but the slow-paying debtors had to be jarred repeatedly. The merchants mailed out a bill every day to each of their customers who owed accounts of long standing. The bills were mailed out on billheads of the merchants' organization. A bureau was established where protesting citizens could thresh out their differences with any merchant over any bill, the amount, terms or existence of which they disputed. Few took advantage of this bureau, but such work as it did was effective.

The report on the decisions of this bureau shows that in almost all the cases the books of the merchant were right, unless he had been grossly careless in keeping his books, as was found in two or three cases. Forgetfulness was the cause of 90 per cent. of the unpaid old accounts.

When the balance of the week was cast up it was reported that more than 2,000 bills had been paid up to date, and that bank deposits of the merchants were $40,000 higher than ever before. The $40,000 immediately was started on its way to the various creditors of the merchants, and it is estimated that $25,000 of this found its way almost at once back into the hands of the original payers.

J. H. TREGO,
Secretary National Credit Men's Association.

New York, January 12, 1916.

These People Think Granulated Sugar Will Rule Around Seven Cents This Summer.

A Careful Analysis of the Present Sugar Situation With a Forecast of 1916 Shows That American Refiners Will Have to Cut Down Our Own Consumption by Putting Up the Price.

In making a forecast of the sugar market for the year 1916, a great many unusual incidents have to be taken into consideration; in fact, the conditions that confront the trade are absolutely abnormal. To begin with, we face a big shortage in the world supply, at least 1,500,000 tons, and in addition to this the three largest beet sugar producing countries in the world, Russia, Germany and Austria, will be unable. as long as the European war lasts, to export any sugar. Even then it is improbable that they can export much, the chances being that Germany and Austria, not any.

As for France and Belgium, their beet crop for 1916 is not nearly sufficient for their own requirements, and it is estimated that France alone will have to import during the year 1916 about 400,000 tons of cane sugar.

Next consider the United Kingdom, including Canada, who has always been dependent upon other nations for her sugar supply. The estimated consumption of sugar for the coming year is figured at 2,375,000 tons. This is based on past averages and gives us an idea of what the United Kingdom will import from other countries. Of course, practically the entire Java cane crop of 1,275,000 tons is at her disposal and perhaps a few hundred thousand tons more of cane sugar can be counted on from her sugar producing colonial possessions, as well as outside countries. To figure very broadly the total amount will probably not exceed 1,500,000 tons, which leaves a deficit of 875,000 tons which can only be filled by practically two countries. The United States for refined sugar and Cuba for raws, say, an equal quantity of each.

Remember that in getting refined from the United States, England is virtually drawing on Cuba, as this is practically the only sugar available for export purpose from this country under the existing tariff laws, consequently this places Cuba in an undeniable position to control the sugar situation.

Now let us look to Cuba. It has been recently estimated by Mr. Himely, one of the Cuban statisticians, that the crop of 1916 will be 3,175,000 tons; the largest Cuba has ever produced. This can be attributed to three reasons:—

1. The natural development of the country.

2. The fact that Cuba has had three large crops which have been marketed at good averages, money therefrom being fairly easy, and this together with American financial institutions taking hold of various Cuban enterprises, has put the average Cuban planter in an almost independent position.

3. The foresight of the Cuban planters in not only realizing but anticipating the strength of their position for the year 1916 and planting every available acre. Of this crop at least 80,000 tons are needed for home consumption, which leaves 3,095,000 tons for export.

Now, how is the United States fixed to meet these conditions? Based on past increase in domestic consumption, we would use under normal conditions about 4,000,000 tons for the coming year. Our chief sources of supply outside of Cuba are the Hawaiian and Philippine Islands and Porto Rico, whose estimated total crops amount to about 1,225,000 tons, of which probably only 1,000,000 tons will be available for export, as we must take into consideration the home consumption of these countries and exports to other countries. Then, again, we have our domestic beet and Louisiana cane crops of 775,000 tons, which added to the 1,000,000 tons from our colonies and the 3,095,000 tons securable from Cuba, make a grand total of 4,870,000 tons for domestic and export use in this country. Bear in mind, however, that only duty paying sugars can be used for export purposes. Understand, we are figuring on England buying all refined sugar. Now, literally this is not so, as undoubtedly England will fill her requirements with about half Cuban raws and American granulated. However, as we pointed out above, either one will leave practically the same deficiency as far as the United States is concerned.

Now out of this grand total it will be necessary for us to take care of France and England to the extent of at least 1,250,000 tons, all of which must be Cuban sugar, and this added to the 4,000,000 tons needed for domestic use shows a shortage between supplies available 4,870,000 tons, and total amount of sugar needed for home consumption and export, 5,250,000 tons, or about 450,000 tons.

Under these conditions there is only one thing that can be done and that is to cut down the domestic consumption. In order to do this there is only one course open, and that is that the price be high to an extent that will prohibit large using of sugar. Another item not yet taken into consideration is the very high freight rate now existing between this country and Cuba. This is another very important factor which will tend to keep prices high, as under normal conditions tonnage can usually be secured for about 9 cents a hundred while the general rate to-day is about 40 cents, and we hear of some instances where 44 cents has been paid. These together with the shortage in the supply for the United States, will tend to keep the market generally strong throughout the entire coming year. We look for prices to be well maintained and while we would not attempt to anticipate prices, it would not be surprising if during the summer months of the coming year our refined market may somewhere around 7 cents. Of course this is only our private opinion. It is going to be a market where one man's guess is about as good as anothers.

U. H. DUDLEY.

New York, Jan. 12, 1916.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone. Race 746

overnment Says Parcels Post Food Prices Are Too High to Get Much Business.

ues Another Bulletin on Parcels Post Sale of Food Products. Says Producers Aren't Selling Low Enough and Don't Realize Impor-ance of Fresh Appearance.

cial Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
January 13, 1916.

The Department of Agriculture s issued another bulletin on "Sug-stions for Parcel Post Market-g." This bulletin, in addition to plaining the postal rates and asurement limits for parcel post tter, discusses in some detail the es of containers which are most cessful and the methods of grad-g and packing produce, so that it ll reach the consumer in good ndition, and be attractive in qual- and appearance. In treating ndards for parcel post shipments bulletin tells how to select, han- and pack poultry, and how to de and pack the various fruits l vegetables which the average mer is likely to market through post office. The bulletin points t that one of the common ob-cles to establishing parcel post mmunication between farmer and sumer is that the farmer may be willing to offer goods at a price ich attracts the customer, or that consumer may offer a price ver than the farmer can obtain a local market. To quote the letin:—

Not only must the farmer have omething additional to the usual rice to compensate him for the ex-a work, container and postage re-uired, but the consumer must also ave something to attract him to arketing by parcel post. In deter-ining what the price shall be, both e farm price and the retail price aid by the consumer when he mar-ets in the ordinary way should be ken into consideration. The con-mer must receive either a better rticle at the usual retail price or n article of the grade usually urchased at some concession in rice.

It is probable that the point which ill make the strongest appeal to e average consumer is that he can ecure by parcel post a fresher, righter, more attractive, and thus ossibly a better product than he an obtain otherwise.

The average producer, as a rule, oes not realize the importance of ppearance as a factor in selling oods and frequently is careless and ndifferent in preparing produce for arket. The consumer, on the other and, relies very largely upon ap-earance in selecting food supplies, nd unattractive articles are passed y promptly.

A personal acquaintance should e established between producer and consumer when they come into business contact. This will help a great deal in furthering parcel post marketing and also will eliminate many of the misunderstandings which may occur from time to time. A definite understanding should exist as to the duties of each in regard to remittances, claims for damaged or spoiled produce and the preservation and return of containers.

HOLT.

Our Canned Goods Bring Enormous Prices in South American Countries. Read These Examples.

The National Canners' Association has petitioned the Federal Trade Commission to allow a number of the American packers to combine to push foreign trade in American canned goods. If the Commission allows this to be done, the first plan is to get some of the South American countries to reduce their canned goods tariffs. The following is an extract from the petition:—

Efforts have been made to introduce canned foods into Latin-American and other countries, but there is no material development, owing to the high cost to the consumer. This arises largely from the high import duties and custom house charges. The work of the National Canners' Association in developing export trade has been particularly directed of late towards Central and South American countries, and in Argentine these charges on canned foods amount to more than the f. o. b. cost, insurance and freight to Buenos Aires. Salmon, which is sold in this country to the consumer at 15 cents a tin, retails at 60 cents and higher in Buenos Aires. On canned fruits the conditions are more difficult. The landing and custom house charges amount to nearly three times the c. i. f. price of the goods.

While the duty on canned vegetables is lower than on canned fruits, the cost to the importer in the Argentine is more than double the cost f. o. b. New York. The duty alone is 12 cents per kilo, or approximately $1.44 per dozen tins of the standard size of canned tomatoes—goods which wholesale in the United States at 85 cents to 90 cents per dozen, retailing at 10 cents a tin, and frequently for less. The same quality and size retails in Buenos Aires at 40 cents gold; in Peru, at about the same figure; in Bolivia, at from 60 cents to 70 cents a tin. Canned milk, which retails in this country at 10 cents, must be sold at 30 cents a tin in Brazil, Equador, Uruguay and most of the other Latin-American countries, although on the particular item of canned milk the conditions are more favorable in Peru.

The conditions in Brazil are even more discouraging, owing to higher duties and custom house charges. Canned tomatoes of the standard 2½ size retail for approximately $1, U. S. gold—cans which retail here for 10 cents. Canned asparagus retails at $1.33, retailing here for 20 to 25 cents. The conditions are not so extreme in Peru, nor in Chili, but the tariffs are so high as to discourage importation.

By reducing the tariffs the government concerned would derive a large increase of revenue. The total imports of canned foods from all countries into Argentine, Brazil, Chili and Peru are very small in proportion to the population.

MEET the competition that's "cutting in". Limit those charge accounts if not eliminate them, and turn over your stock easily with a Bigger Profit. Write for facts on the "Sperry" Service and learn how!

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—Ed.]

No. 11.—By John Shepard, Jr., Boston, Mass.

Certainly every merchant who is not in the business of price-cutting would be glad to know that on a trademarked or special brand article (and only such would come under this law) a reasonable profit was assured, and that much staple merchandise now sold at practically cost would be disposed of at a legitimate profit.

There could be no detriment to a first-class merchant if prevented from cutting the price of such merchandise as is above referred to, and trademarked merchandise, remember, is generally that for which the manufacturer has created, or will create, a demand. In such cases you buy from a manufacturer goods for which the advertising has been, or is being done, and for which a demand has been created, and you would make your legitimate per cent. of profit.

You would not "be in the grasp of the manufacturer and liable to all his whims," for his whole success depends on having the retailer satisfied with the intended profit, and the consumer satisfied with his product.

In other words, to my mind, the manufacturer's strong point will be his arranging his prices so that the retailer will be satisfied, and no manufacturer who expects to succeed will be foolish enough to arrange prices in any other way.

No retailer is obliged to buy any particular merchandise and will not do so unless a demand is being created, and this demand he will be glad to supply at the satisfactory profit which the manufacturer will place upon his merchandise.

Please remember that it is only trademarked or special brand goods on which a certain selling price can be required, and that talk about the impossibility of marking down merchandise and having sales, etc., has no apparent bearing whatever on this bill.

Trademarked goods will not embrace and could not naturally embrace hundreds upon hundreds of articles that are in the market constantly and from which come the larger part of our business.

One writer makes the point that you have to be a bankrupt or go out of business in order to change the price on trademarked merchandise. It is in every manufacturer's interest to see that his goods are sold, or else he will have no demand for them, and if the goods happen to be such (and they seldom will be) that weather conditions affect the sale, such manufacturer would naturally arrange that on a certain date certain prices might be made to dispose of such stock as is on hand.

If the goods become shopworn or soiled in any way, then the Stevens bill provides satisfactorily for the sale of the merchandise.

As for the elimination of competition, we will find plenty of competition outside of any trademarked merchandise. Not only competition in prices, but competition in service

Personally, I cannot see one point that has been made wherein a first class merchant is going to suffer I see only benefit to him, but I do see a natural opposition on the part of houses which exist by price-cutting, this being one of the means of deceiving the public into the belief that other merchandise which they sell is also marked lower than the market price, whereas the average must be proportionately the same as anyone else in order to keep alive.

Has This Coffee Scheme Been Offered to You?

An Alleged Offer by "the Largest Coffee Company in the World" to Sell Retailers in Two Bag Lots at First Cost. Scheme Doesn't Seem Very Good, Especially After Reading Report of "Modern Merchant and Grocery World's" New York Correspondent.

It is a dull week when some scheme to get grocers does not come out. The one which is announced this week is in many respects unique. It is the scheme of the "North American Coffee Importing Co., Inc., owners and controllers of Arabanca, Juba and Private Growth, 71 Wall street, New York." The concern does not appear in Bradstreet's. Its scheme is described in the following letter:—

365 Fifth Ave., Brooklyn, N. Y.,
Jan. 5, 1916.

To the Editor.

Dear Sir:—Inclosed please find shipping blank, order slip and contract and letter of the North American Coffee Importing Co. I would like to have the above papers returned after you have examined same.

I would like to ask you about this company—about their liability and general standing. It looks to me very suspicious.

Their scheme of doing business is as follows:—

A salesman (not very up to date) came in, introduced himself as representative of the above company, being the "largest coffee company in the world." On account of the war they had too much coffee in the storage house. They always have done business with the jobbing trade only, and principally exporting shiploads of coffee to the other side, especially to Germany, and being that that country is blockaded by England, therefore they are forced to dispose of this great amount of stock in this market. Therefore they come and sell their coffee to the retail grocery stores at the same price by buying 10-pound bags as to the jobbers buying 500-pound bags, but we have to give $2 margin on every bag, and we can draw the goods as we want them within one year. We get 10 days, less 2 per cent., or 30 days net, after we get the goods. Then the salesman fills out order blank (No. 1), after he has the margin in his pocket; then he gives me the paper (No. 2) with the red seal, but this I never read. There is a clause in paper No. 3 to pay the full amount in advance.

Now comes my question to you. Do you think that this company is really as they state, the largest company in the world? I fear that they'll keep the money and not send any coffee at all; or they'll send it, but such trash that it would pay better to drop the $4 margin. Kindly answer in your paper.

Yours truly,
S. H. Wohlberg.

We agree with this correspondent that the scheme looks suspicious. The North American Coffee Importing Co. is not the largest coffee company in the world, in fact as already stated, it is not listed in Bradstreet's at all. The "sale contract," which is an ornate document printed in green and red with a red seal, provides for the sale of ten bags, afterward reduced to two. In the agreement the North American Coffee Importing Co. agrees to deliver two bags of coffee to the buyer, "upon the return of this contract, properly endorsed and subject to the following conditions: The buyer agrees to pay the full purchase price as per order slip of said coffee or of the notes given therefor and storage charges at the rate of 5 cents per bag per month from the date of final payment. The proportionate amount must always be paid on withdrawal of any part of this coffee."

The "Modern Merchant and Grocery World" asked its New York correspondent to investigate the scheme and this is his report:

So far as I can learn this concern doesn't control any green coffee even in New York, let alone anywhere else. Their scheme is to get a deposit from the dealer ostensibly as a margin. Deposits, by the way, are never returned. They do not explain to the dealer that buying his coffee green and having it roasted he only receives 84 pounds of the roasted coffee to the hundred, so that many of the dealers believe that they are getting coffee at a very low import price and putting up a margin as to the big buyers.

Reputable coffee houses they have tried to connect with to do roasting told them that they would be very glad of the account, provided they found it all right, but they should expect them to submit one of their contracts before they entered into any agreement, even to roast coffee for them. If they found the contract that they made with the grocer was, in their opinion, a correct one, they would be perfectly willing to do business with them. It is almost needless to say that they never came back.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

Want Bankruptcy Law Repealed

An Association Called the "Anti-Bankruptcy Law Association" is Organized for the Purpose. President of National Wholesale Grocers' Association Says It Has Served Its Usefulness and is Now a Mere Refuge for Crooks. Creditors Get But Little, as Most of the Money is Eaten Up With Costs and Fees.

Are you aware that for the fiscal ear ending June 30, 1914, there ere cleared through the bank- ıptcy court liabilities aggregating 244,721,826.29 and that for the fis- ıl year ending June 30, 1915, these abilities totaled $245,055,004.22?)f this staggering sum, which rep- esents nearly half a billion dollars, ıere was returned to unsecured reditors during the two years a ttle over 7 per cent., from which as also exacted a further toll in ıe way of fees for sundry and ivers collection attorneys.

Is this enormous and needless overhead" to be absorbed year fter year, without protest or an at- empt to eliminate it, made?

Is business of our country to rovide an annuity for an army of twyers, trustees, receivers, refer- es, custodians, auctioneers and arasitic attaches of the bankruptcy ourts, by a tax which exceeds the alue of the world's production of offee each year?

Are you satisfied that the pay- ıent of some $35 costs should ab- olve one from all liabilities? With salted' assets the fraud may well fford to laugh. Is it right that by ıe payment of this small assess- ıent, immunity from honest obli- ations may be purchased, thus galizing thievery?

Should the Government license ıe plundering of the resources of usiness, which may be done volun- ırily once every seven years and as ften as three creditors wish usually brothers, relatives and riends)?

Is it right to extend a general in- itation to the people of the United tates to incur debts that may be aid by the mere formality of a dis- harge in bankruptcy, thus lower- ıg the moral standard of our na- ion and inculcating a callousness nd indifference in the hearts of our ellowmen towards the payment of onest obligations?

Should this alluring procedure be ontinued, to the detriment of the onest and upright?

We believe that it is to the best interests of business in general to repeal the bankruptcy law:—

Because on a referendum vote taken by the members of the National Wholesale Grocers' Association, not one member voted in favor of the present law. Everyone voted for either the repeal or amendment of the law.

Because fraud is easily perpetrated under the Bankruptcy Law and the burden of proving such fraud is on the creditor. Although circumstances point to fraud, the presumption of innocence which the act gives the bankrupt protects the fraud.

Because the cost of administering insolvent debtors through the Bankrutpcy Court leaves little to be divided among the creditors.

Because the law has served its purpose—that of giving those who were unfortunate during the panic, just preceding the law, a chance to clean up and start anew in the business world.

The sentiment against the Bankrutpcy Law is unquestionably growing, but without directed and concerted effort there will be little accomplished. A well-organized association is vitally necessary.

There were many bills introduced at our last Congress advocating the repeal of the Bankruptcy Law and these without the stimulus of any trade organization or concerted effort on the part of business.

With the backing of a strong organization these bills will receive the consideration they merit and our concerted effort will be very instrumental in securing the attention our project deserves.

Now, Mr. Businessman, help us in our task of eliminating this source of needless waste and this enormous tax imposed yearly. It is clearly to your interests and your support and co-operation will further strengthen the cause.

Remember, our fight is your fight and your membership in our organization is solicited.

OSCAR B. MCGLASSON,
President Anti-Bankruptcy Law Association, 225 N. State St., Chicago, Ill.

Chicago, Ill., January 13, 1916.

NOTE.—Mr. McGlasson is also president of the National Wholesale Grocers' Association.—ED.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

Hasn't This Sometimes Happened to You?

¶ Our advertising of ***Harisco Standardized Coffee*** has given us customers all over the United States. We have found a tremendous response to our argument that the trouble with the average grocer's coffee department has been that his coffees conformed to no standard, and often when he had a customer going nicely along on one line of coffee, the very next shipment would throw him off.

¶ ***Harisco Standarized Coffees*** are coffees of the very highest grade, considering their type, and by our own method are kept uniform and consistent. Once get acquainted with this line and you will never go back to the old hit-or-miss way of buying coffee.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

WITH THE EDITOR

A compelling argument for the quick turnover with small profit is made by the 1915 report for Swift & Co., which was made public during the week. The concern's gross business was over $500,000,000 and the net profits were 2 8-10 per cent. on sales, or $14,087,500. In spite of the small percentage of profit when compared with sales, it represented 18.7 per cent. on the capital of $75,000,000. Last year's earnings were greater than for many years.

The Quick, Large Turnover.

Swift & Co. could have netted only *one* per cent. on their sales, and still made 6 per cent. on their investment. The larger business a man does, the smaller profit he needs to make. That is the chief argument of the merchant who cuts prices, and there is certainly something in it, if it means selling goods on a low level, and not slaughtering them. Merchants say they can sell twice as many of a thing at 10 cents as they can at 13 or 14, and if they can, they have done themselves good in several ways. They have probably brought more customers to their store, they have turned over some more capital, they have taken in some new money, and they have increased their buying power. And they have lost nothing at all.

A new plan of increasing the consumption of canned goods comes out of the West. A well known broker and an experienced advertising man have organized a bureau for the above purpose. From the brief description in another column it appears that the basic part of the plan is demonstration to consumers. Another part will be the dissemination of information about canned goods and why they should be used.

The Key to Selling More Canned Goods.

Demonstration is all right, dissemination of information is all right, advertising is all right, but if the consumption of canned goods is ever to be *materially* increased, the greater part of the work must be done by retail grocers. They should and doubtless would be willing to do it, since canned goods of all kinds pay a fair profit. The retailer is the only person who comes directly in contact with the consumer of canned goods while she is in the act of buying. He can make or mar any plan to increase consumption, and even where he is interested and prepared to do what he could, he could be made much more effective if plans are given to him showing how he can work scientifically and systematically.

The canned goods packers have never quite appreciated the potency of the retailer, in their plans to sell more canned goods, and until they do they will never have any marked success.

In this week's argument for the Stevens bill, which would give the manufacturer power to fix the retail price of his trademarked product, Mr. Shepard, the author, says something which experience shows not to be the fact. It is this:—

A Misstatement.

> You (the retailer) will not be in the grasp of the manufacturer and liable to all his whims, for his whole success depends on having the retailer satisfied with the intended profit and the consumer satisfied with his product.

I grant that the manufacturer's success depends on having the consumer satsified with his product, but I deny that *in his mind* it depends on having the retailer satisfied with his profit. Plenty of manufacturers care nothing whether the retailer is satisfied with his profit or not. In fact they never think about that. The manufacturer of Cream of Wheat is a case in point. Hardly a retail grocer in the United States is making *any* profit on Cream of Wheat, and if he knows that, it follows that he is dissatisfied. Yet look how Cream of Wheat sells. Its success is not dependent upon what Mr. Shepard says it is at all. It is dependent first on making consumers want the product, and second on the weakness of grocers in being willing to sell it at their own expense.

With some considerable knowledge of the National Bankruptcy Act, its workings and its accomplishments, I should be glad to see it repealed. A plan to repeal it is described in another column. The Bankruptcy Act was passed in a time of great stress to relieve unfortunate business men of the burden of debt which they were utterly unable to pay, after they had turned everything they had over to their creditors. Obviously a man could not give more than his all, and the theory of the law was that a debtor who had done that should be set free from further responsibility.

Repeal the Bankruptcy Act.

A sound theory and a good thing to do—when the debtor deserves it. But my own judgment is that out of twenty-five bankruptcy cases there is not more than one which is honest from beginning to end, and there might prove to be not more than one out of fifty. A large percentage are the cases of crooked little foreigners who no more deserve the protection of the Bankruptcy Act than a pig deserves a bed in the White House. They lie, they commit perjury, they conceal assets—they cheat and lie and steal, all in ways made possible by the Bankruptcy Act. From the day it was repealed fraud in the winding up of business enterprises would decrease probably 50 per cent.

The honest, well-meaning debtor needs no more protection to-day than the creditors of such a man are always willing to give him anyway. And a crooked debtor deserves no protection.

It seems remarkable that with the enormous sums of money that we spend to run the Government, that our money seems to buy so little of the real initiative and enterprise that marks private business. I have from the Department of Commerce a printed bulletin, "Census Bureau's Summary Concerning the Refined Sugar Industry for *1914*." All of the figures for 1914 are given—number of establishments, raw sugar used, and so on, but the statement is made that "the figures are *preliminary* and subject to such change and correction as may be necessary from a further examination of the original reports."

Inefficient.

Is there any reason why the *preliminary* report of an industry so important as sugar should be *one year late?* Such tardiness could not exist in the average private business.

Worth Reading and Remembering

1. Make good resolutions intelligently and record them.

2. Accumulate all circumstances which will reinforce your resolutions.

3. Keep away from temptation.

4. Keep away from associates who discourage you.

5. Put yourself in conditions that encourage the new way.

6. Seize the first opportunity to act on resolutions you make.

7. Make engagements incompatible with the old way.

8. Never suffer an exception to occur until the new habit is securely rooted in your life.

9. Remember, until the new habit is fixed, each lapse makes it more difficult.

10. It is the keeping, and not the making, of good resolutions which affects the brain.

AMONG THE TRADE.

Thomas Martindale, the widel known Philadelphia grocer an public man, has been appointed b the Governor of Pennsylvani chairman of a commission to in vestigate the high prices of coa There is general satisfaction that trained business man instead of politician was appointed.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

An Address.

lainfield, N. J., Jan. 10, 1916.
o the Editor.

Dear Sir:—I would like to know ıe address of the Williams Bros. o., bottlers of pickles and relish.

Yours respectfully,
SUBSCRIBER.

The address is Detroit, Mich.

* * *

Five-and-Ten Cent Chains.

Hudson Falls, N. Y.,
January 7, 1916.

o the Editor.

Dear Sir:—Will you kindly ad- se me what other firms with a ıain of 5 and 10 cent stores there e beside Woolworth.

Thanking you for this favor and ır those of the past, I am,

Respectfully yours,
HARRY E. SWAN.

Kresge's, 925 Market street; Finkelstein Bros., 837 Market street; United 5 and 10 cent Stores, Drexel Building; Neisner Bros., 1014 Market street; J. T. McCrory Co., 1207 Market street. All of these have stores in other cities; only the Philadelphia address is given.

* * *

Publishing a Store Paper.

East Greenville, Pa.,
January 8, 1916.

To the Editor.

Dear Sir:—Please send me the necessary information by return mail:—

In publishing a store paper to be distributed from door to door free of charge must I come under certain State rules? What do they mean by Vol. I, No. 11? Does it have any effect if I get outside advertisers in my paper?

Your struly,
C. M. HERTZOG.

When you publish a store paper you do not have to comply with any State rules on the subject, whether you get outside advertising or not.

* * *

An Overall Company.

Worthington, Pa., Jan. 5, 1916.
To the Editor.

Dear Sir:—Will you please give us the address of the Crown Overall Co., or the address of any other manufacturers of overalls from whom we could buy direct instead of through the jobbers.

Thanking you in advance for this courtesy, we are,

Yours very truly,
HOME SUPPLY CO.,
Per A. E. Remaley.

Crown Overall Co., Cincinnati, Ohio; Atlantic Overall Co., 228 Arch street, Philadelphia; Bloch Bros., 211 Church street, Philadelphia.

* * *

Philadelphia Rag Dealers.

Tarboro, N. C., Jan. 11, 1916.
To the Editor.

Dear Sir:—Will you please give me the names of a few firms that sell rag presses or balers. Would be glad to get a good second-hand one. Also the names of some rubber and rag dealers of Philadelphia.

Yours truly,
C. M. DANCY.

For balers, Davenport Mfg. Co., Davenport, Iowa; Ypsilanti Hay Press Co., Ypsilanti, Mich.; Buckeye Baler Co., Findlay, Ohio.

For rag dealers, Coll Paper Co., 305 Florist street; J. I. Lenhart, 236 N. Delaware avenue; Chas. Goldman, 731 Walnut street, all of Philadelphia.

* * *

Waste Paper Balers.

Trenton, N. J., Jan. 11, 1916.
To the Editor.

Dear Sir:—Kindly give me the names of firms making paper balers.

CLARENCE CHRISTIAN.

Davenport Mfg. Co., Davenport, Iowa; Ypsilanti Hay Press Co., Ypsilanti, Mich.; Buckeye Baler Co., Findlay, Ohio.

* * *

The Philadelphia Produce Company.

Childress, Va., Jan. 8, 1916.
To the Editor.

Dear Sir:—Will you advise me in the enclosed stamped envelope as to the standing of the Philadelphia Produce Co. of your city.

Yours very truly,
R. A. PALMER.

If you have decided to feature nationally advertised goods, and thus get the benefit of the advertising manufacturers are doing for them, and want a particularly striking talking point, use this: That every manufacturer who does national advertising for a product *bets his whole reputation and all the money he has invested in advertising* that that product is all right and superior.

You and your customer can rest assured the manufacturer is making that bet safe.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

This Tells the Tale

¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

Registered, U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

MAPLEINE

is a steady seller—there's no other "Mapley" flavor *just as good*—that is a point worth remembering.

ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

PATENTS

and Trade-marks procured promptly —and properly in all countries—

Davis & Davis, Washington, D. C.

The Philadelphia Produce Co. is not rated in Bradstreet's. We advise going exceedingly slow with a wholesale produce house which is not rated, unless it gives gilt-edged references.

* * *

Manufacturers of Outside Lights.

Prospect, Pa., Jan. 10, 1916.

To the Editor.

Dear Sir:—Would you kindly furnish the names of companies manufacturing outside gas lights suitable for in front of a store.

Yours truly,
T. J. Critchlow.

Write R. J. Ralston, Welsbach Co., 1008 Filbert street, Philadelphia.

Pennsylvania News Items.

A case tried against Armour & Co. at Altoona during the week would seem to demonstrate that the Dairy and Food Department has as it claims, an infallible method of telling even the best storage eggs from fresh. William K. Baird and I. Ross Kline, representatives of Armour & Co. at Altoona, were convicted of selling storage eggs as fresh. The evidence consisted largely of a description of the new method of examination.

This General Storekeeper Will Try to Get Some New Food Laws Next Session.

Believes Some Additions to Pennsylvania's Present Food Law System Are Necessary and Will Try to Induce Legislature to Pass Them.

Special Correspondence of "Modern Merchant and Grocery World."

Gettysburg, Pa.,
January 12, 1916.

I will at the next assembly of the Legislature at Harrisburg endeavor to have a law passed that no dried fruit prepared with sulphur dioxide, or any other preparation, shall be sold or offered for sale in this State under penalty and imprisonment. Also a law that no rice shall be sold coated with glucose and talcum under a penalty and imprisonment. Such doctored goods should not be allowed to come into the State. They cause thousands of merchants the trouble of stamping the toots, stating how the contents are treated; then comes the trouble for millions of house wives of cleaning all such doctored groceries or fruit.

We order weekly goods from Baltimore and many articles are not sent. The wholesalers say these goods do not conform to Pennsylvania pure food laws. We are now of the opinion that dried fruit and doctored rice should not be sold in Pennsylvania. What say the Pennsylvania merchants?

S. S. W. Hammers.

The Home of Heckin's.

"There is no such word as 'can't'—at least in our business," said A. E. Heckin, secretary and treasurer of the Heckin Can Co., Cincinnati, in a recent interview. "During 1915 there were skeptics among us, a few men who thought the country was going to the demnition bow-wows, but we scotched the demon of dread and soon warmed up the pedal extremities of those who were suffering from 'cold feet.' The result was the biggest year our company ever had."

It is this same feeling of confidence under any and all conditions; of determination to meet the situation bravely and resolutely, no matter how discouraging it appears, that has made the Heckin Can Co. one of the leaders of the world in its field—producing plain and lithographed cans and pails.

The home of the Heckin Can Co. is at Sixth, New and Culvert streets, Cincinnati, and its plant is said to be the largest of its kind in the United States under one roof. The building is fireproof and strictly modern, with streaming daylight and plenty of sunshine pouring in through the many windows. There is a wealth of automatic machinery, which, together with the most modern systems, tends to reduce cost. A complete art and engraving plant is maintained, equipped to produce or reproduce. The company makes its own dies and tools and also grinds most of its own colors.

The equipment for the butchers' supply business is patented, lard pails being actually lithographed, instead of stenciled, as is usually done. Small orders for any line of work can be handled in two or three days and the best service is rendered at all times.

The company was organized as a corporation on August 4, 1901, the officers being James J. Heckin, president; Charles Lewis, vice-president, and A. E. Heckin secretary and treasurer. Henry L. Gates is sales manager and Col. C. E. Hake, Jr., general manager.—Advt.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

SALESMEN WANTED

We have a few openings in desirable territories for High-grade Salesmen to call on the Grocery trade in connection with Star Egg Carriers and Trays—nationally advertised, and used by more than 59% of the Grocers of the country.

An Excellent Opportunity for men with proven selling abilities.

For particulars, apply
STAR EGG CARRIER & TRAY MFG. CO.
Rochester, N. Y.

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 14.)

The Grocery Markets

Tea.

The tea market shows no change for the week. Business is healthy and a good active demand is reported. Prices are about unchanged from a week ago. Here and there lots on which slight concessions were made have disappeared, with perhaps other concessions being offered on other lots, but without any appreciable change anywhere.

Coffee.

The coffee market, speaking particularly of Rio and Santos, has had a sharp advance during the week in options. On account of continued shipping difficulties in Brazil the option market advanced about 50 points. Actual coffee on spot in this country has not advanced accordingly, but Rio 7s are up perhaps a quarter cent and Santos 4s about the same. The market is dull at the advance. Milds have not advanced correspondingly, but are steady and about unchanged. Java and Mocha quiet at ruling figures.

Sugar.

The sugar market is gradually tending downward. Refiners are now asking 5.75 for granulated, while beet granulated has declined about the same amount and is now quoted at 5.55 cents. Raws show no particular change for the week, and Cuban raws are quoted around 4.30 to 4.51 cents. As the full tide of Cuban raw sugar sets in lower prices for refined may be expected. The demand is quiet.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is in fair demand at unchanged prices. Sugar syrup still firm and ruling on a comparatively high basis. The demand confined almost entirely to manufacturing. Molasses unchanged and firm.

Fish.

The market shows no change during the week in any line of prepared fish. Mackerel are firm on account of scarcity and in moderate demand. Cod, hake and haddock are about as they have been. The demand seasonable after change in price. Salmon is unchanged; light demand. Domestic sardines are maintained at the recently reported advance. Demand dull. Imported sardines all scarce and very high.

Canned Goods.

The minimum quotation on Maryland 3 tomatoes f. o. b. factory in a large way is $1.05 per dozen. No. 2s are ruling from 80 to 85 cents, which is 20 cents above the price asked for 3s only a few weeks ago. The demand for tomatoes is fair, considering the price. Corn and peas both unchanged for the week and in fair seasonable movement. Apples unchanged and quiet. California canned goods show no special movement from first hands and no change in price. Small Eastern staple canned goods are unchanged on last week's basis. Demand seasonable.

Dried Fruits.

Prunes show a somewhat firmer tone, as many of the cheap prunes which have been offered in the East have been cleaned up. The demand is fair. Peaches and apricots are both unchanged on last week's basis. Demand quiet. Raisins, currants and other dried fruits all show no change in any direction. Demand for all seasonably fair. Fard dates are pretty nearly cleaned up and no more are expected for several weeks.

Butter.

There is an active demand for all grades of butter, and the market is firm at ruling prices. The consumptive demand is very good and seems likely to continue that way. No large change is in sight.

Cheese.

The cheese market is firm and prices are up about a quarter cent. There is a good consumptive demand which seems likely to continue, and if there is any change, it will likely be higher.

Eggs.

The egg market has shown considerable fluctuations during the week, due to weather vagaries. There was first a decline of 5 cents per dozen, then a reaction of 2 cents, and the net decline is 3 cents from last week. The future depends, as it always does at this season of the year, on the weather. The consumptive demand is good and unless one could predict the weather for the next few weeks, it would be impossible to predict developments of the egg market.

Beans and Peas.

Pea beans are very high, the quotation in a large way ranging from $4.05 to $4.10 per bushel. Scarcity is the reason assigned. On the other hand marrows are relatively easier and are still ruling around $4.75, which is a recession of 25 cents from the highest point. California limas are also unchanged for some time, and are in moderate demand. Green and Scotch peas are a little firmer in primary markets, but show no change in secondary markets.

Provisions.

Smoked meats are active and all goods are reported in very good demand. On account of the large export demand some goods have advanced from ½ to 2 cents per pound. Skinbacks, for instance, are about 2 cents per pound higher on this account, and regular hams are up a half cent. Pure lard is firm at an advance of a quarter cent, and so is compound. A normal consumptive demand is reported for both. Dried beef, canned meats and barreled pork are all steady and unchanged.

INDIVIDUAL MARKET REPORTS.

Evaporated Apples, Etc.

Holiday dullness still prevails in the local evaporated apple market, but prices are fairly well sustained. Prime quality in 50-pound boxes is quotable at 5¾ to 6 cents, choice 6¾ to 7 cents and fancy 8½ to 9 cents. These are for carload lots. Shippers would want some premium for small quantities.

Shippers do not look for much change in values during the next few months. Prices are now below cost of production, and it is expected that the present holders will put their goods into cold storage rather than take anything less than the present values.

Any decided improvement will probably cause some advance. The export trade, however, which takes the bulk of our goods, is very disappointing. An improvement is hoped for, but shipping conditions are so difficult that it is doubtful whether we get this improvement or not.

C. C. Hall.

Rochester, N. Y.

Rice.

There is more activity in rice circles, and the opening of the year has confirmed the expectations of holders who looked for a revival of business. Prices are well maintained on all grades. Honduras and Japans are exhibiting a hardening tendency and Blue Rose is steadily stiffening, due undoubtedly to the renewed foreign inquiry, as Rangoons have advanced the parity of the lower grades of th style. Advices from the South alo the Atlantic coast report a little ir provement, but a decided movement not expected until the latter half of t month. What little Carolina is left w no doubt be in demand as soon as t trade realize the scarcity of attracti Honduras styles.

At New Orleans the strong statistic position of Honduras becomes more a parent from day to day, evinced by t fact that offerings of rough of th variety are almost nil. Honduras grad are slowly but surely advancing. Japa and broken rices are in very light su ply and bringing full prices. Blue Ros on account of large export inquiry, holding its own remarkably well.

In the Interior, Southwest Louisian Texas and Arkansas, the mills repo renewed interest and are holding pric very firm. Very little rough transa tions are reported and evidently t farmers are holding for full associati minimums.

D. Talmage's Sons Co.
New York and New Orleans.

Spices.

The market continues unusually a tive—the consuming demand is lar and we have had many advances both spot and future prices.

We again call your attention to t scarcity of ocean tonnage. This appli to all parts of the world. Exchan has also advanced, affecting prices many grades of goods.

Pepper.—All grades now higher, e pecially in foreign markets. The "Ra ja" cargo is in. The Government h held up part of the pepper, claiming was below Government standard. W do not know what the outcome will b but it has caused further uncertain and has had a tendency to raise price

Red Peppers.—Very firm and scar and in very active demand.

Cloves.—Futures are active and t tendency upward. Spot goods u changed.

Pimento (Allspice).—In fair dema at steady but unchanged prices.

Mace.—In better demand at stead prices. There is a great scarcity good grades.

Nutmegs.—Exceedingly scarce a tending upward. We believe very hig prices will rule over the next 60 to 9 days.

Gingers.—Are very scarce and in a tive demand. The trend is upward f all grades.

Tapiocas.—Very steady and in goo trade demand, with higher prices pro able, due to higher ocean freights.

Paprika.—There have been some ne arrivals recently of very fair qualit Prices are firmly held at previous qu tations.

Seeds, Herbs, Etc.—Very active many grades. Indications point sharply higher prices. Caraway a poppy distinctly firmer. Thyme and s very scarce and likely to go high Tumeric is an article that is practical out of stock.

McCormick & Co.

Baltimore, Md.

Standard Canned Goods.

Notwithstanding a smaller dema for tomatoes, the market is stronger along the line with indications of high prices coming during the winter mont and next spring. The tomato mark does not always pan out the way it expected, as a matter of fact it usua goes the other way. The absence speculative buying this season remov what is always considered to be menace to an advancing market, and decline in values, because of such hol ings may be eliminated from consider tion when diagnosing the outlook for fall in prices later on. It does not f

w, however, that a break in the mar- t is not impossible, for experience oves that usually the unexpected hap- ns more frequently than otherwise to at clusive article. From all that is own concerning the present situation, d it is believed that all the facts in e case are now known to the trade nerally, there is a solid foundation to e market values, and a decline in ices between now and the next can- ng season is hardly to be looked for The continued favorable weather for pping canned goods without danger freezing on the road has favored tomato market greatly. The job- s, as a rule, have not been anticipat- their wants for a longer period n 60 or 90 days, and this goes a long y towards keeping up a continuous nand for prompt shipment. Under h conditions it does not take long wear away the stocks in the hands of weaker holders, and the element of ertainty as to their actions is there- largely reduced. Though the sales week were small, comparatively, re was enough business done in to- oes to justify the expectation of a ewal of the liberal buying that pre- led last month. We recommend the chase of tomatoes for prompt ship- it before the weather conditions be- ie unfavorable.

Only three articles amongst the other s of canned vegetables showed any this week. Corn, sweet potatoes spinach are in demand, and the es show strong signs of improve- it. Baked beans are strong, though tive, and the same is true of the -class stringless beans.

canned fruits there was no busi- done this week excepting in small to help fill out broken stocks. All hese items will have their innings on.

ove oysters were not active this c. The outlook for the winter busi- is considered to be excellent, and prices are strong.

THOS. J. MEEHAN & Co.
ltimore, Md.

TEMS OF GENERAL INTEREST.

ng Dry Goods Business Far Ahead of Last Year.

rshall Field & Co., in their weekly w of the dry goods trade, say:—

Sales for spring delivery have n so far in excess of the past or three years that wholesale tribution of dry goods will show ellent gains over the correspond- period of a year ago.

Road sales for immediate and ing delivery have been about mal, though more customers e been in the market than a year

ollections are normal.

* * *

a Will Have Her Own Butter Trade-mark.

State of Iowa has created and ed a State trade-mark for butter facture in the State of Iowa, "for rpose of insuring a higher stand- excellence and quality, and to in- more healthful product for con- ion at home and abroad." Fur- ore, it is the purpose of the law mote educational work which will the Iowa butter makers in pro- the butter to be marketed under te trade-mark and thereby secure e uniform butter market and a market value for the butter man- ed in the State. The mark as adopted consists of a heavy circle with an inner light circle, the center space being occupied by an outline of the map of Iowa, and within the out- line and shall appear in a prominent letters the words "Iowa Butter." In the space above the outline and within the light circle shall appear the words "First Quality. License No. ——" and the words "State Butter Control" shall be inserted in the space below the out- line of the map and within the light circle.

* * *

Government Will Not Henceforth Prosecute Business Men Who Act in Good Faith.

During the week the officials of the United States Chamber of Commerce have had an interview with the Attor- ney-General, in which he said something which seemed to cheer big business a good deal. The following was the sig- nificant part:—

> Persons entering into transactions in good faith, having cause to be- lieve them lawful, will not be crim- inally prosecuted, but if their busi- ness be found violative of the law, they will be given opportunity to re- adjust in conformity with the law without legal proceedings, unless consent decree in a civil suit is de- sired.

* * *

Patent Medicine Manufacturers Can Now be Prosecuted for Putting False Curative Claims on Their Labels.

Last Monday the United States Su- preme Court upheld the constitutionality of the Sherley amendment to the Pure Food and Drugs Act, which makes it a crime to ship in interstate commerce any package of medicine about which false claims are made regarding its curative or therapeutic value. The Sherley amendment, the constitutionality of which this opinion upheld, was passed in August, 1912, after the De- partment of Justice had lost the case against the manufacturers of "Doctor Johnson's cancer cure." In that case, Justice Day construed the Food and Drugs Act as it then read as being ap- plicable only to misstatements as to the ingredients in a cure or medicine. Mis- statements as to the curative or thera- peutic qualities of the mixture were not held to be false or fraudulent under the act before the Sherley amendment was passed. The medicine that lost the case is Eckman's Alterative.

* * *

New Plan to Boost Sale of Canned Goods.

The Crary Service Bureau, Inc., of Waukesha, Wis., has been incorporated under the laws of Wisconsin by Ralph W. Crary, the canned foods broker, and Charles T. Henderson, a well-known advertising man of Chicago, formerly publisher of the Chicago "American."

The objects of the Bureau are stated as follows:—

1. To promote the larger sale and use of canned foods, and to main- tain and establish a bureau for the dissemination of information rela- tive to the canning industry, and the economy connected with the use of its products.

2. To establish, equip and main- tain experimental kitchens for the purpose of demonstrating the use of canned foods.

3. To establish, maintain and equip display rooms for the purpose of interesting dealers and consum- ers in the greater use of canned foods, and to generally have such power over the management and ac- complishment of the above enum- erated purposes as is necessary and incidental thereto, and for the com- plete and comprehensive promotion of the same.

The plans of the Bureau have been considered and approved by a number of leading canners. Mr. Crary states that he is confident that the consump- tion of canned foods can be doubled within the next two years.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manu- facturers' prices.

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co.
Membership 6,000 Growers
Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

Popularity of GOLD DUST means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious prod- uct, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust becaue it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year mak- ing new customers for you.

The popularity of Gold Dust means more sales and profits for you if you display it in your store. Have you an ample supply on hand?

THE N. K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

This Saves Time

¶ If you sell much sliced meat you will find the **Climax Computing Sanitary Slicer** saving you so much time that you can measure it.

¶ It makes it a delight to handle sliced meat, for the whole operation is swiftly disposed of with one machine and at one time. Sold separately from the scale if you prefer it.

THE ANDERSON COMPUTING SCALE CO.
ANDERSON, INDIANA

The New York Letter

Macy & Co. Say Stevens Bill Would Hurt Small Retailer. Retail Dry Goods Men Will Launch Co-operative Enterprise. Various Items and Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, N. Y.,
January 14, 1910.

R. H. Macy & Co., in their opposition to the pending Stevens bill, which would give the manufacturer the right to fix the price of trade-marked products, are out with a novel argument this week. They say that the average cost of doing business in department stores is between 25 and 30 per cent., while the smaller stores can sell the same goods on less than 20 per cent. Macy & Co. say that the bill, by reason of the fact that it would compel department stores to sell trade-marked goods at the same price, would be a decided detriment to the small dealer because it would prevent him from using the fact that his expenses are much less than those of the department store.

In other words, according to Macey & Co.'s argument the small store can sell a product 5 per cent. cheaper than the department store and make the same profit. Selling at 5 per cent. below the department store gives it the call on a good many articles, whereas if it is compelled to sell at the same price as the department store sells, it will have no call.

The independent retailers of the Metropolitan District will have another mass meeting and demonstration in favor of the Stevens bill next Wednesday, January 19th. Several Congressmen will be present and speak. The meeting is arranged by the American Fair Trade League, which is composed of manufacturers who are exploiting the Stevens bill.

* * *

Advices received during the week from the Spanish olive districts state that the weather conditions during the growing season have been very unsatisfactory and as a result Manzanilla olives will be scarcer than usual and higher. Already they have advanced in bulk about 10 per cent. and in bottles have advanced a somewhat smaller percentage. Manzanilla olives are used more largely for stuffing than anything else.

* * *

The National Retail Dry Goods Association, which meets in this city in February, will organize, it is said, one of the most elaborate co-operative selling enterprises in the United States. A plan will be proposed to form a subsidiary corporation which will manufacture certain branded articles for the 500 stores holding membership in the association. It has not yet been decided what these articles will be, but they will be staples, and the promoters of the plan say their intention is to incorporate better value in their own brands than any other manufacturer can offer at the same price. It is said that the plan is being formed in order to circumvent the Stevens bill, under which manufacturers of branded articles would have the right to fix the retail price.

Summarized Market Conditions.

Tea fairly active, without change for the week. India and Ceylons still firm.—Brazil coffees advanced early in the week on account of shipping difficulties in Brazil, but grew dull and heavier as the week closed. Market from ¼ to ½ cent higher on Brazils. Milds unchanged.—Refined sugar down to 5.75 cents for granulated. All granulated 20 points below that. Raws weakening and quoted from 4.38 to 4.51 cents.—Domestic sardines steady to firm at the recent advance. Quiet demand. Salmon unchanged.—Spot tomatoes generally offered, but few takers. Corn and peas steady and unchanged.—Dried fruits unchanged.—Prunes somewhat firmer on the spot. Seasonable demand for the entire line.—Wheat strong.—Flour firm at unchanged prices; demand fair.

The Advantages of Standardized Coffee.

You are anxious to hold your coffee trade and no doubt think you are doing all in your power to do so, but hav you ever considered the advantages c *standardizing* your various coffees Wm. B. Harris Co., of New York Cit have specialized in this and *Harris Standardized Coffees* are coffees of th highest type in their various grade which are kept uniform and consisten It is easy to become acquainted wi these lines, and once you do, you wi find contentment in your coffee depar ment—both for yourself and your cu tomers.—Advt.

THESE MANUFACTURERS WIL GRATUITOUSLY SEND RETAI ERS ADVERTISING AND DI PLAY MATTER.

(Continued from page 11.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards chandelier cards; also window trim —six pieces, on paper, in colors One show card is sent in each cas of 250 sheets. Tanglefoot Fly Paper

The Southern Cotton Oil Co. 24 Broad street, New York. Furnishe recipe books, cut-outs, window trans parencies, complete window trims envelope stuffers, electros, lantern slides showing dealer's name, an other dealer-helps. Wesson Snow drift Oil.

Loose-Wiles Biscuit Co., Lon Island City, New York. Furnishe cut-out displays, store hangers, maga zine advertisement reproductions, bi boards, sampling lists, and attractiv blank cuts for retailers' advertisin

Buffalo Specialty Co., 375 Ellico street, Buffalo, N. Y. Furnishes win dow trims, newspaper electros, le ters and circulars for dealers to ser out to their customers. Liqu Veneer.

William J. Moxley, Inc., Phil delphia, Pa., will send to all deale handling their butterine windo trims, cut-outs, empty cartons, mo ing picture slides, quarter-pou samples and much other materia use in advertising and exploiting goods.

The Hill Bros. Co., New Yo will supply, advertising Dromeda Dates and Cocoanut, framed da signs, date hanger, yellow cr paper, empty date cartons, cocoa hanger and all material necessary window displays.

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA

New Orleans Molasses

KIRK FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA

The 1915 make of pure Louisiana Sugar Cane Molasses was not over 33⅓ per cent. of a normal crop; this is the shortest crop on record and means high prices until it is sold. We have a fair stock of good November make, fine flavor, good color, and in every way desirable. We advise you to buy now what you will use this winter.

Extra Fancy, open kettle, Church plantation, barrels - -	per gallon, 56c.
Fancy, open kettle, Ingleside plantation, barrels - - -	per gallon, 42c.
Fancy, open kettle, Ingleside plantation, half barrels - -	per gallon, 45c.
Choice Pure, Cruiser Brand, barrels - - - - - -	per gallon, 36c.
Fancy Compound, good baker, Belmont, barrels - - -	per gallon, 35c.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREE PHILADELPHIA - PENNSYLVANI

International Motor Trucks

At Reduced Prices

A Better Truck at a Lower Price

Grocers and merchants in all lines are finding this of unusual interest. Increased factory production, made necessary by our expanding sales, enables us to offer regular models of International Motor Trucks at prices heretofore unheard of in the motor truck industry—as follows:—

WON MEDAL OF HONOR AT SAN FRANCISCO EXPOSITION

Model MA	**—1000 pounds capacity, air cooled**	**$ 600**
Model M	**—1000 pounds capacity, water cooled**	**$ 710**
Model E	**—1500 pounds capacity, heavy duty motor**	**$ 950**
Model F	**—2000 pounds capacity, chassis only**	**$1500**

Prices quoted here are cash f. o. b. Akron, Ohio

The basis of International Motor Truck success is SERVICE. We make it our business both BEFORE and AFTER a sale to see that our customers get full value for every dollar spent. That accounts for the record sales which have made necessary the construction, at Akron, Ohio, of the biggest motor truck building plant in the world.

Thirteen thousand users of International Motor Trucks testify that they are worth the old prices. At these new low prices, International Motor Trucks are far and away the best bargain in the motor truck market to-day. Write to the address below for full description of these trucks and complete information.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
105 Harvester Building Chicago U S A

Domino Sugar Products

MR. GROCER—To be sure of large, steady profits, you must sell staples—products all of us are using all the time.

Statistics prove that each of the hundred millions of people in the United States consumes an average of about eighty pounds of sugar each year. This average consumption, multiplied by the number of your customers, represents a large proportion of your gross sales.

Your problem, then, is to secure a moderate profit on each sale, which when multiplied by thousands of sales will make your final profit overtop the slow large-profit sellers.

DOMINO SUGAR PRODUCTS will help you solve your problem.

DOMINO SYRUP—Delicious on pancakes and waffles. Makes excellent cookies, cakes and candies. Retails at 10 cents

American Sugar Refining Company

Some Wise Remarks About Business Men Going Into Politics.

I read a piece in some paper last week that talked a great string about how every business man ought to go in politics, and run for things, and be right in the thick of it all the time. It said it would bring him out and advertise him and besides that he'd be doing his duty as a citizen.

I ain't so plumb sure about that. I used to think so, too, and I've told lots of my customers that they ought to go into politics—that it would be the making of 'em, and all that, but nowadays I don't know.

I believe *I'd* go into politics if I was in business for myself. I'll bet I'd be good at it. I've got the figger for politics and I've got the gall. I ought to be great. But what's good for me might be mighty punk for somebody else, for if I had a store I'd expect my wife to do all the work anyway, so my being away wouldn't make any difference.

But for you fellows who ain't got a good faithful wife who'll do all the work, it's a different proposition.

I'll tell you the reason I ain't so sure to-day about a business man going into politics. There's something about politics that's against real work, and when a fellow gets in there, he gets the disease. The bigger the job a fellow can get and the less work he has to do, the better he thinks he's making out as a politician. That's the way they size up their success as politicians, it seems to me—look around and see how it works among the fellows you know yourself.

When a fellow, as I say, gets in that kind of thing and then tries to go back and work hard at his business, why he simply can't do it, that's all there is about it. Maybe once in a while he can, but if he's the average man, he can't. He's plumb spoiled forever.

I had a customer who went into politics and got to be United States Marshal. He had a good business, too—made him a good living and then some. I think he got $3,000 or $4,000 out of being Marshal, and he held the job for five or six years. His business went along at the same time, but it was pretty well dried up when he stopped being Marshal and went back to it. Think he could knuckle down again? He could not. He tried hard enough, know that, but everything about him had changed color if you know what I mean. Good money for darned little work—that's what he'd been used to for five years in his political job—and he couldn't see going back to the trenches again for long hours and half the pay.

After he'd tried for a year or so, he made out so poor that he sold the store and went into the real estate business, which is a pretty punk business, too, if you ask me. A cousin of mine is in it. He'll sell a house to-day and make $100, and then he won't sell a lath for three months. Oh it would put me plumb in the dippy house—the real estate business would. I've got to see something coming regular every day.

But as I was saying. I had another customer that went into politics, too. His business didn't get so much hurt, because he had one of those good faithful wives like I've got that'll do all the work. The only thing that's happened to him is that his wife has got sore on him for loafing around with politics all the time, and they're having trouble that way. He's liable to trade off a good wife for his politics. Some trade, ain't it?

This man is a bang-up business man, when his mind's on it. It ain't often been on it, at least not altogether, since I've known him. He's always had fads. Once it was race horses, and another time it was baseball, and another time it was something else, and so on. When he could put his mind down to his store, he could make it sing—he could drum up more business in a day than an ordinary fellow could in a week—good business that would stick.

Finally he got into politics and began to smell around and run for things. Not things that paid him anything much, but just for the sport of running for 'em. He was school trustee once and on the township committee once, and county collector or something once, and by this time the bee had built its nest in his bonnet and wouldn't leave. He was in politics for keeps. All this time his wife, who's got a head of her own, had been having to look after the thing more and more, and that was all right until she had a little baby, and then she got sore to the limit because she had to turn it over to a hired girl and come down town every day and run his store. You can't blame her—she'd have been a punk mother if she hadn't felt that way.

Now I don't suppose that in all the years this man has been carrying on with his little country politics he's made anything like the *extra* money he could have made out of his business if he'd plugged at it. With him it don't seem to be the coin so much—he's simply hungry for *politics*. He likes to have people feel that he's right in with all the big bugs and can stick

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Put Something Back of "Good Morning."—Any one who has devoted some thought to psychology in business knows the importance of the right and wrong mental attitude of clerks toward customers.

Since the power of thought is a fact, is not the store a wonderful field for its operation?

Is "Good Morning" a lip salutation or do you put something back of it? We believe that the more thought, the more heartiness, the more real welcome you put into your greeting just so much more do you get out of it.

Every obstacle which hinders the sincerity of the welcome should be eliminated. You will probably agree that the commonest of these obstacles is getting behind on your stock or shelf work and allowing your department to become for the time disorderly. We have time and again seen men in such a nervous condition over this that the approach of a customer might be dreaded. Can a fellow put anything constructive back of his "Good Morning" under such a condition? Should say not.

While writing this I can easily see where the management is to blame many times by thoughtlessly crowding work and stupidly limiting the time that such work must be done. It's a mistake.

"The Customer First."

And it's your privilege as a salesma to allow no other work to interfer with the "first cause."

You can have no better pull than downright honest desire to get busines and the energy to follow it up.

Yes, I know you may have a chill chap or two beside you and one some times who may give you the ha-h Don't worry if he won't make the a tempt to get around your standard; th probability is he won't last long. Co trasts are irritating to an employer.

But coming down to plain truths an you may call these truths scientific common.

To be a successful man you mu have your thoughts focused on gettin business. You must expect it. Y must commence writing that ord *knowing* it is going to be a big one.

We have yet to learn of the cle who was laid off whose words "Goo Morning" had something back of the

If you have become careless in yo work, indifferent as to the day's bu ness, not caring a hang whether it rai Saturdays or Mondays, you are doin yourself a fearful injustice and you a surely hurting instead of helping yo employer. Boy, you will be a hundr times happier if you will only bur your shell and begin to grow big.

thumb in a Congressman's
my and get away with it. D'ye
ow what I mean?
His wife thinks he ought to get
of the whole thing and come
k and run his store. She wants
run her baby and her house and
lon't blame her. At the same
e she's afraid to tell the store to
to thunder, because if she laid
vn it would sure go there. She
't speaking to him just now, and
gether it's a bum mess.
Would you give all he's giving,
t for the sport of being in poli-
? Holy cats, can you see how
an with any sense can do it? A
ow like that don't deserve to
e a business. It ought to be
en away from him and give to
nebody who'll take care of it bet-

Then he ought to be grabbed
his pants and heaved right out
the midst of it and told "now
make your living out of poli-
—you like it so blamed well."
The trouble with this fellow, and
ne more that I know, is that
're a blamed sight keener inter-
d in things like politics than
are in their business. All
it, then they ought to get all the
in where their heart is. I know some men who are better cut out for politics anyway than they are for business—they can do better work in it. But if a man expects his business to give him anything, then he ought to give *it* something, too, oughtn't he? Sure he ought. The only kind of politics that a real business man has any right to be in, if you ask me, is the kind of politics that votes for the right kind of fellows for the offices and tries to get as many other men to do it as he can. That's the way I look at it.

But for the other kind of fellow —the fellow that can do better in politics than he can in business, then if he's lucky or unlucky enough to have a store, he ought to let his wife run it, if he's got a wife. Chance is she can run it better.

THE STROLLER.

ASSOCIATION NEWS.

Iowa State Retail Merchants' Association.

Secretary John A. Cunningham, of the Iowa State Retail Merchants' Association, is sending out copies of a resolution favoring the reduction of the weight of parcel post packages. The resolution is most comprehensive and is worthy of the recommendation of all merchants' associations. It is to be hoped that this resolution will serve as an incentive, not only for resolutions by other associations, but for active work on the part of the associations and the merchants throughout the country. Following is the resolution:—

Whereas, The rates of the parcel post are so low for excessive distances and the charge for shipment is in such unjust and unfair proportion to the haul that neither the Government nor the railroads are receiving sufficient compensation to cover cost of service rendered, and a large amount of trade that legitimately belongs to the inhabitants of the State of Iowa is being diverted to the great cities of the land in distant States. This policy is depriving thousands of our best and brightest young men and women of their birthright by forcing them to emigrate from the State in order that they may have a chance in the world; and

Whereas, These great concerns in distant cities do not contribute in any way to the revenues of the State of Iowa, nor do they in any way assist in the education of the youth of our State. They build no roads or bridges and bear none of our many burdens incident to the development of Iowa; and

Whereas, They are waxing fat upon the trade they take from our State and are fast developing into great monopolies that bid fair to equal, if not excel, in size the greatest manufacturing concerns in the land; and

Whereas, It is the policy of Iowa to provide work and opportunity for all its children, and we believe the Federal Government, of which we are a part, should not tax the people to reimburse losses in the parcels post service when these losses are incurred in establishing great monopolies that are fast sapping the life of our cities and towns, and depriving our children of a place and opportunity in their own community; now, therefore, be it

Resolved, By the Senate of the General Assembly of the State of Iowa, the House concurring, That the Postmaster-General and the Congress of the United States be, and they are hereby requested and petitioned to reduce the weight of the parcels post package to a maximum of 40 pounds and make such readjustment in our postal rates and zones as will eventually make each class self-supporting, to the end that justice may be done as between all of the citizens of the United States, and that the unjust discrimination that now exists against the State of Iowa may be removed.

A Meat Slicer That Computes!

There is now a machine on the market known as the *Climax Computing Sanitary Slicer* that not only slices meats, but also weighs it and tells you how much to charge; a great machine for any one handling slicing meats. It is made by a good firm—the Anderson Computing Scale Co., of Anderson, Ind. —substantially built and moderately priced. The machine is so constructed that it comes with or without a pedestal and with or without the scale.—Advt.

We Appeal to the Grocer— We Do Not Try to Force Him

When we started to put **Goldenoyle** on the market, we could have gone to the consumer alone and tried to persuade her to *force* you to handle it.

We don't believe in that. We advertised to you before we advertised to anybody else, because we had confidence, and still have, that you can judge good merchandise on its merits, and will meet a manufacturer half way on a worthy proposition.

Goldenoyle is a good proposition from any standpoint. It is the most highly refined vegetable salad oil on the market—we say that from twenty-five years' experience as oil refiners. You remember what Prof. Allyn, the Westfield chemist, said about it.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

346.—Protecting One's Self Against a Partner.

Here is a man who is certainly taking an unusual precaution. I observe that if it had been taken oftener there would be fewer mismated partnerships:—

Utica, N. Y.

I have read a number of articles on partnership law, some of yours among them, and as I am about to take a partner into my business for the first time in my life, I wish to ask you a question about the matter. I understand that when a partner acts his fellow-partner is bound, and the danger is that the fellow-partner may in that way be compelled to stand for things, and perhaps for monetary losses, which he would wish to escape. I have known of cases myself where a fellow-partner has been betrayed and sometimes robbed by his partner, and what I wish is some knowledge which will put me where I can guard against anything of this sort. I have every confidence in the man I am taking in, but of course I do not know how he will act when raised to a partner. Do you believe in taking partners as a general proposition?

As to whether I believe in taking a partner, I answer that I do only when new capital is needed, and the only way to get it is to take a partner. As a rule the owner of a business which is so good that somebody is willing to pay money for a share in it, can get his new capital from his bank. He does not need to sell part of his business.

If what is wanted is not more capital, but somebody to do part of the executive work, I should never go to the length of taking a partner just for that. I should hunt up somebody and hire him, insuring his personal interest by giving him an interest in the profits.

I have seen so many partnerships break on the rocks of controversy and litigation that it has made me very skeptical about partnership as a general proposition. It is almost as much of a lottery as marriage. The trouble is that partnership is based on the law of agency. Each partner is the agent of all the others, and binds all the others. It follows that there are so many ways in which one partner can be betrayed by another, either through ignorance, bad judgment or positive dishonesty, that every day that he lives with a partner he is taking a dozen chances. Of course there are partnerships that are perfectly successful—thousands of them—but sometimes I think that partnerships in which all partners are satisfied and contented, are in a very small minority.

The above correspondent asks how he shall protect himself from being betrayed into anything by the partner he is about to take. It occurs to me that a man about whom one feels like taking a precaution like this, should not be taken as a partner at all. However, I should not intrude my personal opinions on that phase of the matter. I will do what I can to answer this correspondent's question.

Generally speaking, anything that one partner does, in the ordinary course of business and within the scope of it, will-bind the firm. It will bind the firm even though the partner who does it has been positively told by his fellow-partners not to do it. A partner has a very wide latitude under the law. I cannot of course go into the whole question of partnership law here, but broadly speaking, the chief things for one partner to watch, in connection with his fellow-partner, are as follows:—

1—The question of drawing checks against the partnership funds. One partner can usually draw a check in the firm name or endorse checks payable to the firm. The only way to absolutely safeguard this is to have both partners sign or countersign the checks.

2—The question of pledging the firm's credit. One partner has an almost unlimited right to pledge the firm's credit for the purposes of the business. Many a firm has had its back broken by being made to take on obligations, through the act of one partner, which it should never have taken on.

3—The question of making promissory notes in the firm's name. Generally speaking a partner can sign the firm name to a note and bind the partnership.

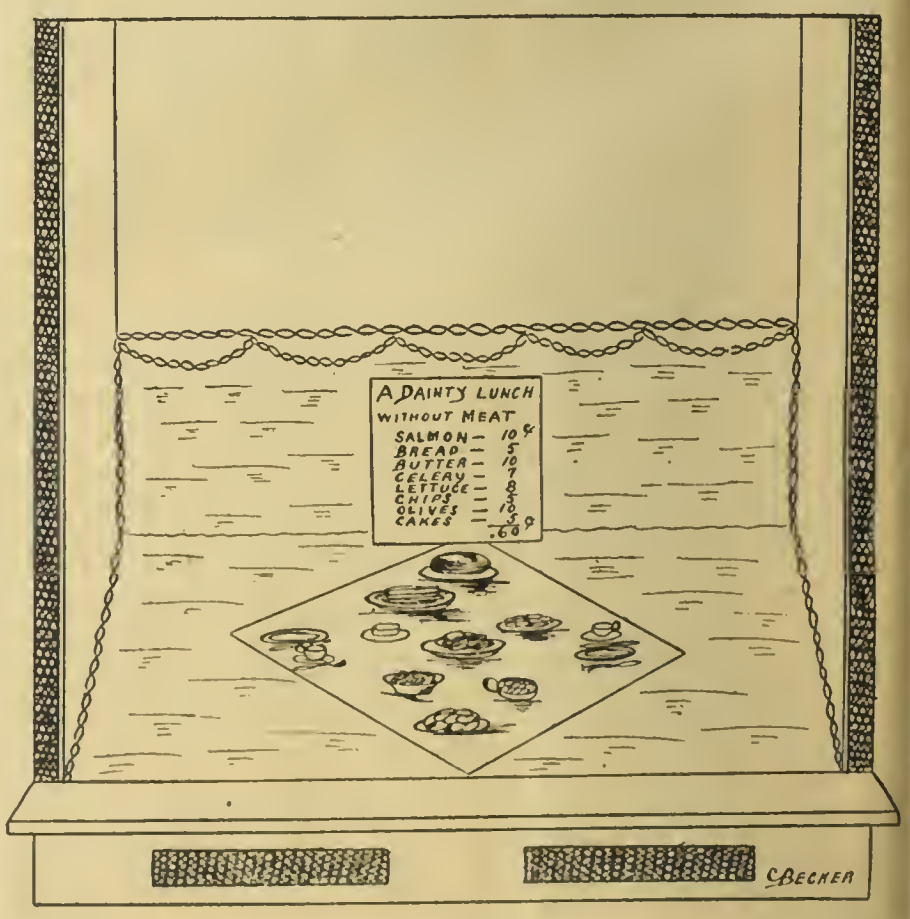
4—The question of mortgaging the firm's personal property to raise money. In States where chattel mortgages are possible, one partner can usually make a mortgage in the firm name on its personal property.

5—The question of a partner's honesty of business dealing. In many cases a partnership is liable for the fraud of one member in connection with the business, even though no one knew about it or was in sympathy with it, and even though the partner who perpetrated the fraud had been expressly forbidden to do it.

An example is the misappropriation of somebody's money. If A, a customer of B & Co., pays a bill to B, and B absconds with the money, without turning it into the firm, the bill is nevertheless paid. In one case, a customer of a partnership, desiring to pay a large account, left a check for considerably more than the account with the firm with instructions to put it through, retain enough to pay the account and send him a check for the difference. This was done, except as to the latter part of it. One of the firm used the balance of the money for his own purposes. The firm had to make it good.

6—The question of a partner's judgment. Where a member of

Weekly Window Display Suggestions



Luncheon Helps.

A tempting display is this luncheon suggestion. After the floor is covered spread a linen cloth and arrange for two places. Show in appropriate dishes the items in the list, all prepared for serving, of course. A strip of paper at the rear with a decoration of twisted narrow paper makes a neat finish.

tnership impulsively or ill ad-edly does something which gives nebody an action in damages, the n will have to pay those damages ny are recovered. For instance, one partner makes defamatory tements about somebody, in con-tion with the business, and that nebody sues, the firm will be re-nsible. If a partner brings ma-ous prosecution against some-ly, on behalf of the business; or es an improper attachment, or lates any law relating to the iness, and as a result a penalty to be paid, the firm will have to it.

should emphasize that all these gs must be done in connection h the business in order to bind firm. If they are outside the pe of the business the only one nd is the partner doing them. instance, if a partner signs the n name to an accommodation e, the firm is not liable, for the ing of accommodation notes is a part of the ordinary business.

(Copyright, January, 1916, by Elton J. Buckley.)

OTE.—Requests for information in department should tersely set out ll all the facts bearing on the case, all questions should be carefully ed to avoid misconstruction. Write ne side of the sheet only. Letters ld be received at this office not than Tuesday of each week, to en-an answer in the Monday's issue wing. The signature and address he writer must accompany all in-ies, and will be published un-there is a request not to do so. All iries received will be answered out charge. Address all communi-ns to Legal Editor "Modern Mer-t and Grocery World."

---

ennsylvania Organization Notes.

e annual meeting of the Pottsville ciation was held at the Y. M. C. A. on Monday, January 3d. It was attended and the reports of the offi-demonstrated that the organization accomplished many things of im-nce to the town and trade interests. financial secretary reported a total ction on delinquent accounts of $10,000. At this time a campaign own boosting is in working order. involves newspaper work, etc. A er spirit of town pride is being en-aged and possibly nowhere in the will be found a more enterprising f business men than is included in Pottsville membership. The old offi-were elected. The Organizer made ort address and then the meeting urned to reconvene in the banquet of one of the hotels, where an rate banquet had been prepared. r the dinner had been enjoyed, rman Lawrence, of the Entertain-Committee, made a brief address and called upon President Bausum to act as toastmaster. Mr. Bausum congratulated the members on the success of the year and introduced as the first speaker T. T. Eckert, who spoke on "Pottsville, the Best Site in the Anthracite." He was followed by three-minute talks by the following: J. G. Andres, a visitor from Bloomsburg; Messrs. Kempfer and Sternberg, of the Philadelphia press; W. J. Sheldon, of the Bell Telephone Co.; Messrs. Hoopes, Knapp, Underwood, C. P. Hoffman, Vice-President Schlaseman, Guy Raine, Wm. Dengler. William Smedley made the closing address.

* * *

Pottsville is about to install the boulevard system of street lighting and the association hopes to secure permanent meeting rooms and office this year.

* * *

Albert Kaiser and William Smedley addressed the retail cigar dealers of Philadelphia on January 4th in the Assembly Hall of the Chamber of Commerce Building. These men are about to form an association, to be known as the Liberty Cigar Stores Co. This will involve co-operate buying, the establishment of a wholesale house, joint advertising, etc. About 300 have already joined and it is expected to organize the entire State. It promises to be a success.

* * *

The East Liberty Wholesale Grocery Co. held its annual meeting on January 10th. The report for the year was received with great satisfaction. W. G. Gillenboth is the able manager.

* * *

Jacob Kreinson, a leading merchant of Bradford and an influential merchant of Bradford, died on January 3d after a short illness. "Jake," as he was familiarly known to his friends, was a fine fellow and his death is deeply regretted.

* * *

Mr. Smedley has engagements to speak at Bradford, Connellsville, Waynesboro, Royersford, Brooklyn, N. Y.; Lancaster, Erie, Honesdale, Butler, Trevorton. He is ready to serve you—do you want him? If so, address him at 802 Chestnut street, Philadelphia.

* * *

Lack of financial support is the cause of decay in many organizations. It is surprising how much a member expects and how little he is willing to give. The annual dues in some of the associations are so small that really nothing can be accomplished. To get business out of an organization you must put business in it. Some men expect a tremendous lot out of an investment of $5 per annum. The associations that are going ahead are those that provide proper financial support.

* * *

It would pay every association to get out a monthly bulletin for its members, to tell the things doing, done and to be accomplished. Keep the members posted—secrecy breeds suspicion.

* * *

A good secretary—mind, we say good—is the best asset any association can have. If he is alive and on his job he

Coffee Retainers

that really retain the aroma and deliciousness of the contents. Heekin's

Heavy Duty Steel Drums

are moisture-proof and protect the coffee from dust.

This drum is 15½ in. x 20⅞ in., and has a capacity of 50 pounds net. Made of first quality polished steel, and finished in colors, with brand name if you desire.

It has a large second value, as it can be used again or sold.

Send for a sample and see the superiority of Heekin Steel Drums.

The Heekin Can Company

New St. and Sixth Ave. **Cincinnati, Ohio**

Don't Buy Baking Powder on Price

You can get a baking powder at almost any price you want to pay. You can get a baking powder that will yield you possibly a couple of hundred per cent.—if you can sell it.

But in the end you will be sorry you did not send out **Rumford** to represent you, rather than the cheap brand whose only attraction was the profit it offered.

Rumford is clean, wholesome, honest, substantial, satisfactory merchandise. It brings the customer back for more of it, and it pays you well for your work. There is no better leavener than Rumford Baking Powder.

RUMFORD CHEMICAL WORKS

Providence, R. I.

can earn for you ten times what he costs you. But if you have a good secretary, take care of him and see that he is properly supported. Then you will get big dividends from your investment.

* * *

How shall we increase attendance at our meetings? is a question frequently asked. First, hold regular meetings, and then make them so interesting that members will not want to stay away from them. There is certainly enough going on in town and business circles to interest the intelligent merchant, not only once a month, but once a week. Have a programme—carry it out. Have a smoker occasionally, with a little entertainment. Give the members something to discuss. Get them busy and keep them busy.

* * *

Have an employees' night once in a while. Get these helpers together. Show that you are interested in them. This will encourage them to work with you as well as for you.

* * *

Make your association a real, vital force in your community.

Official Grades for Sweet Potatoes.

The Office of Markets and Rural Organization of the United States Department of Agriculture was called upon recently to assist in the establishment of temporary grades for the shipment and marketing of sweet potatoes in several of the potato sections. Investigations were carried on at different sweet potato houses by an investigator from the Office. Conferences were also held with a number of growers, with the result that the following grades were arrived at and adopted:—

PRIME (OR NO. 1 BAKERS).

This grade will include all potatoes of one variety from 2 to 3 inches in diameter, with none over 7 inches in length, all to be fairly uniform in shape, clean, bright, natural color, and sound. This grade must be free from bruised, scarred, irregular, crooked, rotten or diseased potatoes.

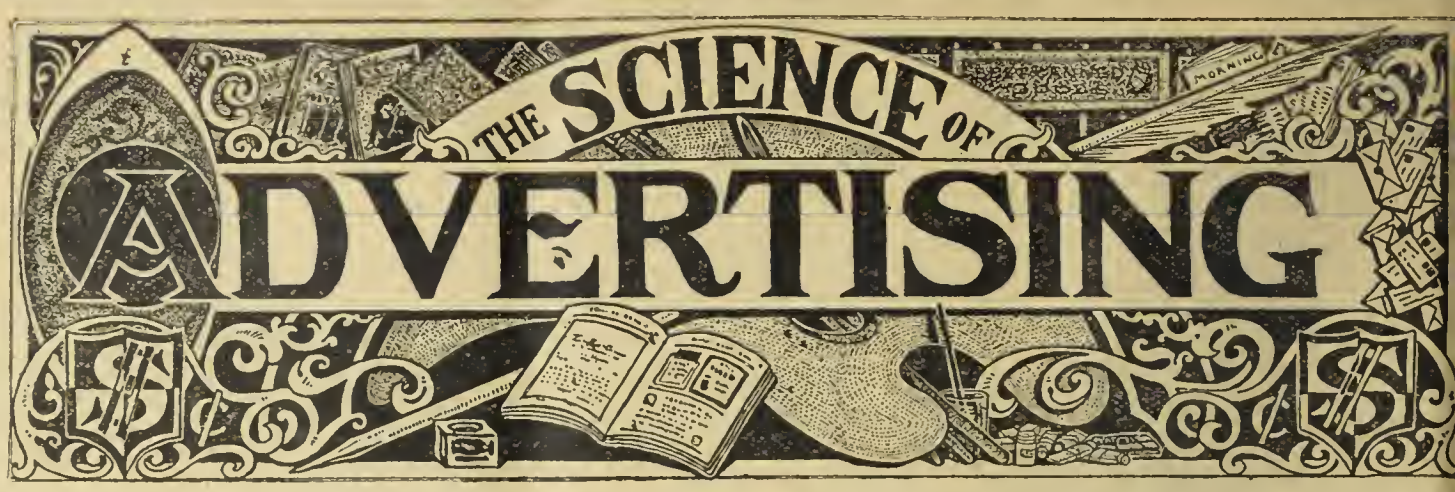
CHOICE (OR NO. 2 BAKERS).

This grade will include all potatoes of one variety from 1¾ to 3 inches in diameter, with none over 8 inches in length, all to be clean, bright, natural color, sound, and free from rot or disease. This grade may include crooked and irregular potatoes.

JUMBO.

This grade may include all potatoes of one variety over 3 inches in diameter, with none over 8 inches in length, all to be clean, bright, natural color, sound, and free from rot or disease.

These suggested grade rules have been submitted to several of the leading commission merchants and buyers in different markets and the concensus of opinion seems to be that a strict observance of these rules by the growers and shippers of the entire South would be instrumental in the elimination of much ungraded stock and the broadening of the market, thus placing the industry on a more stable and profitable basis.



I shall reproduce this week a sample of rather unique advertising. It is a New Year's letter issued by the Bradshaw Co., the New York popcorn people. It was printed in typewriter facsimile on one of the regular Bradshaw letterheads:—

A NEW YEAR'S GREETING
TO OUR FRIENDS AND CUSTOMERS.

We send these words to you in part payment of what we owe you, for it is not only MONEY that makes the real debit and credit of human beings. There are such things as Cheer, Contentment, Hope, Gratitude, Energy and all the joy class, on the one hand, and Fear, Discouragement, Worry, Anger and such like on the other.

THESE have a deal more to do with our happiness or misery than Money; in fact, the ONLY USE we have for money is to obtain by it, directly or indirectly these "spiritual goods" and to get rid of the "spiritual depressants".

From you we have got some money the past year, for which we tried to give you value received, but from you we also received CERTAIN PLEASURES - the feeling of co-operation, the gratifying sense of doing business with honest folks - the joy of reciprocal service, and in fine, that peculiar sensation of well-being and fortunate adjustment that is the BEST REWARD of business people. For that we can NEVER PAY you, but at least we can and do hereby acknowledge the debt; accept, therefore, our GOOD WISHES! and credit our account with them.

May your affairs prosper this year AS NEVER BEFORE! MAY you EARN more money than you expect, and collect ALL you earn! May your OLD customers stick to you and NEW one's come aplenty! May all you do be APPRECIATED! also the things you refrain from doing!

If you have a wife may you be WORTHY of her love, and if you have children may you be at least, half as good as THEY THINK you are!

When you have bad luck may you be a GOOD SPORT, and come up smiling, and when you have good luck may it NOT make a fool of you!

Whatever kind of life you may have this year, may you have A GOOD TIME LIVING IT!

Sincerely,
BRADSHAW COMPANY.

I consider the value of occasional advertising of this sort very considerable. By advertising of this sort I mean advertising that approaches the customer from a different angle. As a rule there is only one angle between a retailer and his customer. The customer comes in the store more or less often, buys what goods he wants, and goes out. Probably they seldom or never see each other in any other way or on any other basis. That means that the relation between them is entirely cold, and almost completely devoid of anything personal. Don't you see how much stronger the relation will be if, in addition to the business relation, you can introduce something just a little personal? Something calculated to make the customer think of you in a different way? There isn't any doubt about it. I remember listening once to a woman who had lost a boy and who had received a letter about it from her groc He wrote a nice little note, sayi that he was sorry to hear of t boy's death, that he had oft noticed him playing around and seemed such a bright little fello and so on. That woman said th the grocer's letter affected her mo than any other phase of the incide Why? Simply because she did expect anything like that from hi It put the grocer in a different lig before her. And I have no dou that that woman will think a go deal longer now before she tra fers her trade to some other sto at least as long as the present one reasonably satisfactory. There something personal in the ca now; there was practically nothi before.

* * *

This Bradshaw advertisement b longs to the same category. Th is nothing about popcorn in it, it does a lot for the Bradshaw po corn—it helps to make the Bra shaw people seem like good peo to buy popcorn from. And whil have no idea that the Bradshaw C will get any orders which will s "I am sending this order beca of your New Year's letter," all same I have no doubt that they w get some which will be influen by it. And even if every one those orders would have come a way, nevertheless there will h been a gain if they come in a li warmer and more personal spi "I send you this order becaus like you," which was written on bottom of an order I saw once the greatest security in the wo that other orders will come, as l as the liking continues.

NOTE—This department is devoted the criticism of advertising matter in, to the devising of new adverti ideas for special occasions, upon requ and to the suggesting of original ad tisements when data is supplied. communications sent for this Dep ment should be addressed to the Ed of Science of Advertising. They be taken up in strict rotation.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Certainly This Is Selfishness

Is there any selfishness in manufacturers advertising in this way? Certainly. All business is intelligent selfishness. We want your specialty order business for stamped goods, of course. But we are also arguing for your interest, and if you have signed many unstamped orders and had the experience that many retailers have had with them, particularly the way jobbers look on them now that the stamp has come in such general use, you will understand what we mean.

Either of the above stamps on a specialty order is as good as a bond given to you by the manufacturer for the prompt, correct and faithful performance of the agreement. The manufacturer giving this so-called bond is always responsible in every way.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can probably sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. Critchlow, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews, Prattsburgh, N. Y.

Offer No. 100.

We have for sale a Soda Fountain and all accessories, which consist of one six-foot counter, one six-foot marble slab, sterling silver draught arm, with fine and coarse streams; 10-gal, soda tank, charging outfit and cooling box. Cooling box contains 12 syrup bottles, labeled, and two extra syrup bottles. All the things needed to operate same, including 5 crushed fruit bowls and sterling silver ladles, silver soda holders, 3 doz. silver spoons, 8 doz. tumblers, 1 doz. 10-cent and 1 doz. 5-cent Sundae cups, 1 doz. banana split dishes, ice cream dishers, ladle, etc. A large quantity of syrups, used very little and originally cost $75. The complete outfit cost us $250. Will sell for a trifle less than half. This outfit was used but three months, and having gone out of this part of the business are oliged to sell it. Address Lock Box 12, East Bangor, Pa.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅛s, ½s and 1-pound tins; Chocolate, ¼ and ½-pound packages.

The Cupp Grocery Co., Johnstown, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

John R. McFetridge & Sons
Printers
927 Arch Street
Philadelphia

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any of the goods listed can be obtained direct.

Advertising Novelties.

A. C. Bosselman & Co., 248 Lafayette St., New York City.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enamel Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Games.

J. W. Hance Foundry Co., Waterville, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern chant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in age to pay for remailing the same. The price of each insertion is two cents per word in advance.

USINESS BUILDERS

INTED PENCILS BRING RE-LTS!—Ever throw one away? eapest, most appreciated souvenirs. nple. Greybill & Co., Lancaster, Pa. 7

HELP WANTED

ANTED.—Grocers' tea and coffee esman to handle my line of store ures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

USINESS OPPORTUNITIES

R SALE.—One of the oldest estab-ed grocery stores in Easton, Pa., d location and in growing part of ; stock and fixtures, $1,500; will rent sell property. This proposition will d close investigation. Reason for ing, present owner conducted this e for nearly half a century and es to retire from the business. For her particulars address A. A., care cery World Publication Co., 927 h St., Philadelphia. 3

OR SALE OR RENT

STORES.

R SALE.—Fine grocery and meat ness in Northern Central Pennsyl-a. Dwelling attached to the store, apartments over same. Good reason for selling. This store does one of the best businesses in the city. Address Box 159, Williamsport, Pa. 4

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 (thirty-eight hundred) a month. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pa. 8

FOR RENT.

FOR RENT.—Floor and window space in the largest up-to-date general store in Manheim, Pa., for men's and women's ready made clothes. Apply to Box 225, Manheim, Pa. 4

WANTED

WANTED.—Grocery and meat or general store, city or country town, Pennsylvania. Good location. Will pay $2,000 to $6,000. Weekly business $400 or more. Address James B. Thackeray, 478 Gebhard St., Roxborough, Philadelphia, Pa. 3

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

This Will Be a Good Year

Let us help you out of a whole lot of trouble with our books this year. Will get you the cash—will hold your transient trade—will control your credit customer—save bookkeeping—prevent disputes and forgotten charges. If you do not use them generally you need some 50r the grouchy fellow and other annoying people. Sent f. o. b. destination anywhere in the U. S. Sell them a book and have only one entry where you have 20 to 50 for an account. Inexpensive. We have sent them by the thousands to the same people for years. We want you.

No Charge for Samples and Literature. No Obligation

FORBES INDEXED COUPON BOOKS
WE HAVE SOLD MILLIONS OF THEM
J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Don't Make This Mistake

¶ If you don't handle **Wheatena,** don't put it down as "just another of those breakfast foods." **Wheatena** is as different from the others as tea is different from coffee. If it wasn't it wouldn't sell as it does, for we spend one dollar in advertising where the others spend ten.

¶ **Wheatena** is the hearts of fine wheat, prepared as no one else could do it. Guaranteed without limit to everybody.

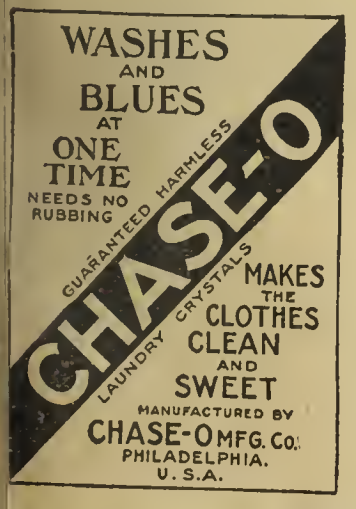
The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Assoc'n

Winter Bargains

$85 for a National Check Throwing Cash Register
$40 for a Refrigerator, 5 x 3 x 7 feet high
$22 for a No. 218 Enterprise Coffee Mill, equal to new
$20 for a Toledo Computing Scale
$16 for a large size Star Counter Coffee Mill
$12 for a Ten-pound Grocers' Scale with brass scoop

also manufacture a full line of Grocers' Tinware, and would be pleased to stimate on what goods you require in fitting out your store. Write for catalog

1. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.



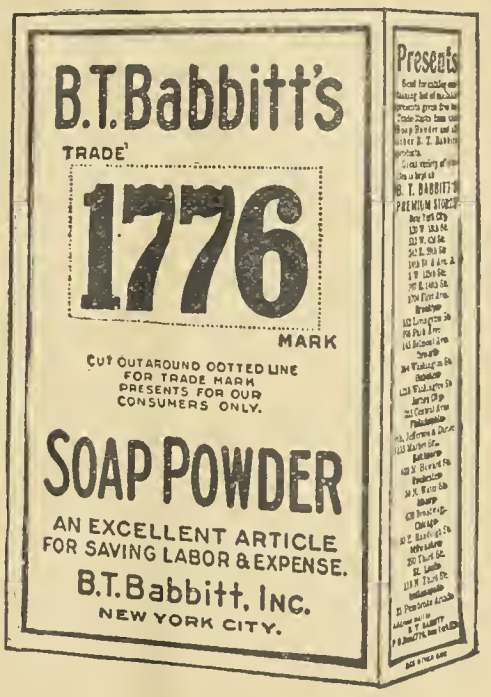
This Washes

¶ This is not an advertising exaggeration. **Chase-O,** put in with the clothes and a little soap, will wash and blue those clothes better than human hands can do it. For a nickel!

¶ Do you doubt that your women customers will buy **Chase-O?** Pays a good profit, and sells—sells—sells.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

NEW LARGE
Pound Package
ONLY 5 CENTS
To the Consumer
The New Package of
Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.
NEW YORK CITY

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. JANUARY 17, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	16
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	11
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	13
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	17
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	16
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	16
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	15
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	2

ADVANCES.

Cottolene	1
Cheese	12
Flour	13
Beans	14
Fresh Fish	16
Matches	18
Provisions	20
Lard and Compound, Swift's	20
Dressed Meats	21
Dressed Poultry	21

DECLINES.

Eggs	1

—1—

SUGAR.

	Barrels.
Cut Loaf	7.00
Eagle Tablets	7.50
Crystal Dominoes, 24 5-lb. pkgs	8.60
" 60 2-lb. pkgs	9.10
Patent Cubes	6.35
Confectioners' Lozenge	6.25
Powdered	6.20
Fruit Powdered	6.10
Dessert and Table, 2-lb. cartons, 48 lbs	6.40
Granulated, fine or standard, McCahan	6.10
" " Franklin	6.15
" extra fine, bbls	6.10
" " 2-lb. bags	6.40
" " 5-lb. bags	6.30
" " 10-lb. bags	6.25
" " 25-lb. bags	6.25
" " 100-lb. bags	6.10
" coarse	6.20
Confectioners' Crystal A	6.10
A Confectioners'	6.00
A No. 1	5.85
A No. 2	5.80
Franklin B	5.65
Extra C	5.40
C	5.25

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.22
First crop, about 28-lb. original boxes		.25
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.26
No 1, extra quality, 20-lb. boxes		.28

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C, or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C, Formosa Oolong or Mixed, 10c. 2-oz tins per doz.			.90
Sunflower, I and C., Formosa Oolong or Mixed, 3-lb. tins per tin			1.55
Sunflower, I. and C, Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.42½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	85
Brown's Shoe Dressing, 1 doz.	.85
" Russet Combination, 1 doz.	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.25
Mocha Seed Santos, fancy, choice	.13
Careacas fancy, washed	.16
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.30½
Mocha Seed Santos, extra fancy	.16¼
Caracas, extra fancy, washed	20
Maracaibo, extra fancy	.17½
Santos, Peaberry, extra fancy	14¾
Santos, extra fancy	.15½
Rio, Golden, extra fancy	.13¼
Rio, prime	.11½

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	4.15
Tomson-Hummels, tin, ½ gross ..... per gross	2.60
" Imp., ½ gross ..... "	2.15
Floto's, Improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl ... per bbl.	2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per l
Creamery specials	.37
" extra, 60-lb. tubs	.35-.36
" first, "	.33-.34
" second, "	.31-.32
" third, "	.29-.30
" dairy, extra, bakers' use, 30-60 lbs	.25-.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.33-.38
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.36
Awltru	.37
Milhen Farm, lbs. and ½ lbs.	39
Honebe	.34
Star or S. D., 1 lb., 20-50 lb. bozes	.41
B. B., E. D., 20-50 lb. boxes	40
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.39
Sheaf ("400"), Elgin, 20-50 lb. boxes	38
Sheaf	32-.36
White Rock	.42

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searchlight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs	.0
Bright Light, 16s, 30 sets to box ..... per box	1.6

JARS AND JAR RUBBERS.

Mason's—	Per g
Half gallons	7-1
Quarts	4-5
Pints	4-
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.1
Single lip, wide, 1 doz. cartons	.1
Acme, wide, 1 doz. cartons, 5 gross boxes	.
" medium, 1 doz. cartons, 5 gross boxes	.
	Pe
Lightning, pure rubber, bulk	.
Reliable, white rubber, wide	.
" " medium	.
Black rubber, medium	.
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per
½-gross boxes, no rubbers	1.
Jelly glasses, fluted, bbls. 24 doz. ... per doz.	.

CATSUP.

Snider's—	Per
16 oz., 2 doz	3
8 oz., 2 doz	2
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	3
½ pints	1

KETCHUP.

Curtice's "Blue Label," Tomato—	Pe
Small, 25 bottles	2
Medium, 25 bottles	3
Large, 12 bottles	

—5—

CANNED GOODS.

ıked Beans—
Ritter's ..... .95
B. & M., No. 2 ..... .95
Campbell's, 16 oz., tomato sauce or Boston style ..... per case 1.90
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Cruikshank's, No. 2 ..... 1.35
Heinz's, No. 2 ..... 1.40
Dog's Head, No. 3 ..... 1.25
Victory, No. 1 ..... .55
omatoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.15
ma Beans—
Standard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.50
ing Beans—
Standard, New York, No. 2 ..... 1.10
Extra fancy, New York, No. 2 ..... 2.00
Fancy, New York, No. 2 ..... 1.50
Standard, Maryland, No. 2 ..... .50
d Kidney Beans—
Standard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .95
rn—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
Fancy, Maine, No. 2 ..... 1.25
Shoe Peg, No. 2 ..... .85
Whole grain, No. 2 ..... .75
as—
Standard, New York, No. 2 ..... 1.15
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Soutbern, No. 2 ..... .75
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .75
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No. 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted Wisconsin, No. 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
ets—
Standard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
scotash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .90
Fancy, Michigan, No. 2 ..... 1.20
paragus—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
Tips, No. 1 ..... 2.25
Napkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
Spinach—
Standard, Maryland, No. 3 ..... .95
Sour Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

Apricots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.10
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
Bartlett Pears—
Extra, No. 3 .....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
Standard, No. 2½ 2.15
White Cherries—
Extra, No. 3 .....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.50
Standard, No. 2½ 2.25
Peaches, Lemon Cling, Sliced—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
Peaches, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.45
Peaches, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
Standard, No. 2½ 1.40

Eastern Canned Fruits.

Apples—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.75
Blackberries—
In syrup, No. 2 ..... 1.35
In water, No. 2 .....
Cherries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
Peaches—
Table, No. 3 ..... 1.35
Seconds, No. 3 ..... 1.15
Pie, No. 3 ..... .85
Pears—
Bartlett, Extra Standard, No. 2½ 2.00
In syrup, No. 3 .....
" water, No. 3 .....
Plums—
Heavy syrup, No. 2½ 1.25
Light syrup, No. 2½ 2.00
Blueberries—
In tins, in water, No. 2 ..... 1.40
Strawberries—
Extra preserved, No. 2 ..... 2.80
Preserved, No. 2 ..... 1.60
In water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz.	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.	1.50
" No. ½, flat, 4 doz.	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s.	15.00
" Soused, ½s, oval, 100s.	18.00
" " high oval, 100s	19 00
" Fresh Mackerel, 100s.	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.	15 00
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s.	
" Boneless, ½s, oval, 100s.	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s.	15 00
" Cod, 1-lb. round tins, 100s.	24.00
" " bigh oval tins, 100s.	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall.	1.75
" medium red, tall.	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.	14.00
" " ¼s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s.	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.	26 00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz.	1.00
" No. 1, 2 doz.	2.25
" No. 2, 1 or 2 doz.	3.50
" No. 6, ¼ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz.	2.40
" No. 2, key, 1 doz.	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz.	1.85
" " large, 1 doz.	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.	1.40
No. ¼, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.	.90
" No. 1, 2 doz.	1.85
" No. 2, 1 doz.	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 2, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz.	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.35
" No. 2, 1 doz.	9.15
" No. 2½, 1 doz.	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz.	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz.	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz.	6.30
Turkey, No. ½, 2 doz.	
" No. 1, 1 or 2 doz.	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

Ths Franco-American Food Co.—	Per doz.
Readymaid Concentrated Soups—	
Eleven varieties, 10¾ oz., 4 doz.	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb. ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs.	.29
" ¼ lb., 12 lbs.	.29
Caracas, sweet, 6 lbs., ½ and ¼-lb cakes	.26
German's, sweet, 12 lbs.	.20
Auto, sweet, 6 lbs.	.33
Cocoa, ¼-lb. cans, 12 lbs.	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Cbocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ½-lb. tins	.33
" 6 5-lb. cans	.30
Baking Cbocolate, ¼s	.29
" ½s	.28
Swiss Milk Cbocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ½ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz
Grand brand, ¼-lb. tins, 2 doz.	1.88
" ½-lb. tins, 2 doz.	3.50
" 1-lb. tins, 1 doz.	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Cbocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Cbocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Cbocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Cbocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box	per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.3
Bensdorp's Royal Dutch Cocoa— 12 lbs in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50
Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.		Per
Sweet Vanilla, 4 cakes to lb		.28
" 8 cakes to lb		.28
Milk Chocolate, 6 cakes to lb		.45
" 12 cakes to lb		.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case		.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case		56
Bensdorp's Cooking Chocolate—		Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case		.30
Bensdorp's Turinos—		
5 lbs in box, 20 boxes in case		.50
1 lb. boxes, 30 boxes in case		.55
½ lb. boxes, 60 boxes in case		.55
⅓ lb. boxes, 90 boxes in case		.56
Van Houten's—		Per tin
Cocoa, 12-lb. boxes, 1-lb. tins		.65
" 12-lb. boxes, ½-lb. tins		.36
" 6-lb. boxes, ¼-lb. tins		.18
Stollwerck's Gold Brand Cooking Chocolate—		Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs		.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes		.40
Stollwerck's Gold Brand Plain Eating Chocolate—		Per box
No. 1, 25 cent size, 6 tablets in box		1.15
No. 3, 10 cent size, 24 tablets in box		1.90
Stollwerck's Gold Brand Milk Chocolate—		
No. 51, 25 cent size, 6 tablets in box		1.15
No. 51, 10 cent size, 24 tablets in box		1.90
Stollwerck's Cocoa—		Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes		.41
No 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes		.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls — 3.00

Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons — 3.00

Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls — 3.25

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic (White) S. O. S.	
¼ lb	.31	¼ lb	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream. — Per ream

15x20, 5 reams in bundle	.48
20x30, "	.90
24x36, "	1.20

Butter, Parchment— — Per pkg.

8x11, 1000 sheets	.60
9x12, "	.70
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10

Toilet— — Per case

Extra quality, 100 rolls	5.75
Good " 200 "	4.95

Butter, Wax— — Per pkg.

9x12, about 480 sheets	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.[illegible]	.25
½ "	10M	.41	.29
1 "	8M	.[illegible]	.39
2 "	6M	.71	.52
3 "	5M	.84	.61
4 "	4M	1.08	.78
5 "	3M	1.[illegible]4	.90
6 "	3M	1.44	1.12
8 "	2M	1.[illegible]7	1.26
10 "	2M	1.95	1.48
12 "	2M	2.32	1.73
14 "	1M	2.[illegible]5	2.20
16 "	1M	3.15	2.35
20 "	1M	3.45	2.62
25 "	1M	3.[illegible]5	2.71

—10—

Flour Sacks, satchel bottom—

	Plain
Majestic	
Ex. Heavy	per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ⅓ hbf	.70
49 lbs., ¼ bbl	1.40
No. 2, Manilla light weight—	Per lb.
12 in. rolls	.02¾
15 "	.02¾
18 "	.02¾
20 "	.02¾
24 "	.02¾
Silk Fibre, No. 2—	
9 in. rolls	.02¾
12 "	.02¾
15 "	.02¾
18 "	.02¾
60 "	.02¾
64 "	.02¾
30 "	.02¾

Paper Towels—

25 rolls, 150 towels each, with holder and basket — per case	3.75
25 roll lots — "	2.75

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.75
Gold (Tall)	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

	Boxes
J. S. Ivins' Son—	
Assorted Jumbles	.10
Cocoanut Ripple	.12
Fruit Cookies	.10
Graham Wafers	.21
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms	.16
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.09
Sugar Cookies	.10
Water Crackers	.08
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons	.17
" Butters	.16
Cocoanut Macaroon	.16
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.16
Sweet Marie	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

—11—

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz — per doz.	1.40
" " with horseradish — "	
" large, 1 doz — "	2.00
" " with horseradish — "	
Wein Senf, hbls — per gal.	
" 1-gal. stone jars — per jar	.85
" 5-gal. kegs — per keg	3.50
Prepared Mustard, bbls — per gal.	
" 15-gal. kegs — "	
" 10-gal. kegs — "	
" 5-gal. kegs — per keg	1.75
" 2-gal. pails — per pail	.90
" 1-gal. pails — "	.50
Prepared Special, with spoon, 2 doz. — per doz.	.95
" sitting top, 2 doz — "	.46
" with horseradish, 2 doz — "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, 37 — less	.38
Sap Sago, 3 to lb — cask, per lb.	
" " less than cask, "	.22
Roquefort — 12 in case, "	
" less than case, "	.48
Parmesan, about 30 lbs — loaf, "	
" less than loaf, "	
Edam, 12 in case — case	
" single	
" in tin — per lb.	
" 1-lb. tins — per case	
Camembert, domestic, wood boxes — per doz.	
" Autocrat brand, large — "	
" " medium, "	
Sap Sago, grated, ready for use, 20-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase — per doz.	
American Swiss, No. 1 — loaf	.27½
" " less than loaf	.29
" square loaves, No. 1, about 25 lbs. each — per lb.	.23
Limburger, No. 2 — box and ½ box	.18½
" " less than ½ box	.20
Pinxter, from Holland, in tins — per doz.	2.60
Muenster — per lb.	.23
Brick, No. 1 — "	28-.20
Englisb Dairy — "	.22½
Pineapple, picnic size, 6 in box — per box	3.00
" gem size, 6 in box — "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight — per lb.		
Weiner Wurstel, 16 in tin — per doz.		
" 8 in tin — "		
Imported Cervelat Sausage, Rolff's — per lb.		
Imported Frankfurters — per doz.		
Goose Breast, imported, marked weight, per lb.		
Pate de fois Gras, small — per doz.		3.00
American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.28½	.30
" (Diamond S.)	.27½	.29
" Peutonic	.24	.25
" Gothaer	.32	.33
Salami (Circle S.)	.28½	
" (Diamond S.)	.27½	
" (G. A. P.)		
Landjager, short — per lb.		.35
" long — "		
Mortadella, dry — "		
Knackwurst, 25 in box — per box		4.75
" — per doz.		2.40
Tongue Sausage — per lb.		.18
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham — "		.39
Petit Delicatess Frankfurters, plain — per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut — per doz.		1.00
Lebanon Beef Bologna — per lb.		.20-.22
Paprika Speck — "		.18
Mettwurst, half round — "		.25
Liver Sausage (special), truffle, goose or sardellen — per lb.		.35
Smoked Thuringer Blutwurst — "		
" Pfefferwurst — "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails — per pail	1.05
" 5-gal. kegs — per keg	2.25
Russian Sardines — "	
" 5-lb. pails — per pail	.75
" 10-lb. pails — "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots — per keg	1.25
Milkers, Y. M — per keg	

—12—

Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	15.50
Milkers, " bbls	
" " ½ bbls	
Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry — per lb.	.15
Matjes Herring — piece	

Bismarck Herring.

Round tins, with key, pint — per doz.	2 65
" " quart — per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand — per keg	
" 5-lb. pails — per pail	
" 10-lb. pails — "	
Cut Spiced, 10-lb. pails — "	1.45
" 5-gal. keg — per keg	
Russian, in glass jars — per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg — per doz.	3.00
Original package — per ½ bbl.	
Repacked, 5-lb. pails — per pail	
" 10-lb. pails — "	
" 5-gal. kegs — per keg	
" ½-lb. flat tins — per doz.	
" ½-lb. tall tins — "	
" 1-lb. tall tins — "	2 10

Salt Sardellen.

Original packages, 1902 — per anker	
Repacked, kegs, about 8 lbs — per keg	3.25
" pint jars — per doz.	5 25
" large tumblers — "	
" small tumblers — "	2 00

Russian Caviar.

1-lb. tins — per doz.	
½-lb. tins — "	
¼-lb. tins — "	
⅛-lb. tins — "	

German Dill Pickles—Regular Size.

60-gal. casks, about 2000 — per cask	
50-gal. bbls., about 1200 — per bbl.	9.50
15-gal. kegs, about 500 — per 100	.80
10-gal. kegs, about 300 — "	.80
5-gal. kegs, about 150 — "	.80
10-lb. pails, about 50 — per pail	.75

Imported Sour Crout.

Magdeburger, 60-65 gal. cask

Domestic Sourkrout—Long Cut.

60-gal. casks — per cask	
48-gal. bbls — per bbl.	6.00
10-gal. kegs — per keg	2.00
5-gal. kegs — "	1.25
10-lb. pails — per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) — per lb.	
Spitzkugein — "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins — per tin	
" small tins — "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs — per bag	
Green Kern — per lb.	.35
Potato Flour — "	.09
German Dried Pears — "	
Dried Mushrooms — "	
Juniper Berries — "	.08
St. John's Bread — "	
Bay Leaves — "	.08

COTTOLENE.

Cases, small, medium or large cans	7-[illegible]
Tierces, about 350 lbs	.[illegible]
½ bbls., about 180 lbs	.[illegible]
Tubs, about 65 lbs	.[illegible]

CHEESE.

New York, full cream, fancy, old, 40 lbs	.[illegible]
" " choice, new, 35 lbs	.[illegible]
Picnics, full cream, fancy, new, 20 lbs	.[illegible]
Swiss, domestic, about 30-lb. blocks	.[illegible]
" about 70-lb. loaves	[illegible]
McLaren's, medium, 2 doz. — per doz.	1.35
" Club, 2 doz — "	1.00
Red Edam — each	1 [illegible]
Philo Cream, 1 doz. 10c. size — per doz.	.[illegible]
Elkhorn Pimento, 1 doz — "	1.[illegible]

—13—

EGGS.

	Per doz.
arby, candled and selected, 30 doz	.37
estern, selected	.36
lhen Farm	.36
ltru, packed in cartons	.34

FANCY GROCERIES.

nond Staple Paste, 5-lb. cans	per lb.	.33
chovies, in oil, 6 ring bottle	per doz.	5.00
" " 3 ring bottle	"	3.25
pers, Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅓ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
ton Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
rries in Maraschino, glass, 1 doz	"	7.00
m Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rle Powder, pints	"	3.60
" 4 oz	"	2.40
" 2 oz	"	1.40
nch Peas, extra fins	per case	21.00
Cann's Irish Oatmeal—		
s-lb. cans	per doz.	3.00
5-lb. cans	per tin	.65
10-lb. cans	"	1.65
atley & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
l Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
, stone jars, 4 doz		1.75
odore Marquett Mushrooms—		
irst choice	per case	32.00
hoice, 100 tins	"	30.00
otel, 100 tins	"	28.00
ffies, ⅛	per tin	.20
" ⅙	"	.35
" ¼	"	.60
" ½	"	1.25
mps, pickled, small size		1.10
" Dunbar's, 2 doz	per doz.	2.75
in Cordial, Bishop's, 1 doz	"	6.50
stalized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
e Juice, Rose's	"	4.50
or Rose Water	"	2.25
Peach Water	"	2.25
d Olives	"	5.25
Franco-American Food Co.—		Per doz
oths for invalids, all kinds, ½ pints, 4 doz.		1.40

UILLON CUBES AND LIQUIDS.

ro Bouillon Cubes—		
r tin, 100 cubes		1.70
" 50 cubes		.90
r doz. tins, 12 cubes each		2.75
ko Clam Bouillon—		
-oz. bottles, 1 doz		2.00
-oz. bottles, 1 doz		3.75
ko Tomato Bouillon—		Per doz.
t bottles		6.00
uart bottles		9.00
llon jugs	each	2.75
g's Oxo Cubes—		
45, 10c. size	per doz.	.85
10s, 25c. size	"	2.00
ns, 100 cubes	per 100	1.65
our's Beef, Clam and Chicken Cubes—		
all boxes, 12 cubes, 1 doz		2.50
dium boxes, 50 cubes	per tin	.90
rge boxes, 100 cubes	"	1.70
our's Concentrated Bouillon—		
s, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
our's Tomato Boulllon—		
ttles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
ncy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

	Per doz.
ur's Solid Extract of Beef—	
Js, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
ur's Fluid Beef Extract—	
tles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ota	7.35
Mldas	7.55
Medal	7 50
burne	7.35
op	7.70
bury's Best	7.35
ker Idem	6.65
of the West	6.50
am	6.40
Vell	7.35
r	7.25
eal	6.70
White	7.60
er's Best	7.10
h Imperial	7.10

Prepared Flours.

	Per case
la Prepared Doughnut, Cake, Ginger-	
ead and Tea Biscuit Flour—	
z. 14-oz	1.44
z. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

r's Buckwheat, medium, 12s	1.56
Flap Jack Flour, 18s	1.50
Jerry Buckwheat, 36 2s	2.75
Pancake, 36 2s	2.60

—14—

Presto, 18 pkgs	1.60
Aunt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	5.15
Michigan Pea, new, bags about 2½ bushel	4.12½
Red Kidney, 60 lbs. to bushel	5.40
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 2 bushel bags	3.85
Lentils—	Per lb.
00000, 2 10-lb. bags	.16
Less quantity	.16½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.30
Grits, 100-lb. bags "	2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls per bbl.	6.20
B, 100 lbs per keg	3.25
Rolled Oats—	
Avena, 180 lbs per bbl.	5.90
" 90 lbs per keg	3.10
" 90 lbs per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs per case	2.50
Instantaneons, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malted Breakfast Food, 36 2-lb. pkgs	4.40
" " 18 2-lb. pkgs	2.20
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz per case	1.60
Minute Gelatine, 3 doz per case	3.25
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant; Wine Flavors: Port, Sherry, Madeira...per doz.	.90

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	.12
Cubes or Elbows, 24 1	
Spaghettl, 25 1s	
Vermicelli, 25 1s	.12
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelll, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4	400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5	550-650	20.00	10.60	5.50	1.25
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24 00	12 60	6.50	1.45
Extra Irish, No. 2	300-350	27 00	14.10	7.25	1.60
Medium Irish, No. 2	350-450	26.00	13.60	7.00	1.55
Irish, No. 4	400-450	25.00	13.10	6.75	1.50
Large Cape Shore	100-120	16.00	8.60	4.50	1.05
Med. Cape Shore	180-220				

—16—

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab Splits	8.00	4.60			
Herring, med. No. 2, Lab. Splits	7.00	4 10			
Shore, round, large	10.00	5.00			
" " medium					
Ocean Whiting Fish	5 50	3.35		.50	.45
Salmon, large, red	22.00	11.60	6.00		
Salmon Trout, pink	17.00	9.10	4.75		
" white	15.00	8.10	4.25		
Shad, Mess					

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
"Highland Beauty," 20-lb. boxes per lb	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	
Gilt Edge, 40 lbs	.06½
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
Pollock	
Hake	
In original cases, 450 lbs., ½c. less.	

Smoked Fish.

New Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10-lb. boxes	per lb.	.16
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	
Finnan Haddies, 30-lb. boxes	per lb.	

FRESH FISH.

	Per lb.
Halibut	.12 - .17
Bass Native	- 15
Salmon, fresh	.15 - .20
Eastern Cod	- .14
Croakers	- .06
Large Hake	.09 - .10
Haddock	- .09
White Cat Fish	- .15
Red Cat Fish	- .12
Spanish Mackerel	- 14
Snappers	- 14
Eels	- .12
Rock Fish	.13 - 20
Lobsters	- .37
Flounders	- .11
Large White Perch	- .14
Sea Bass	.08 - .10
Blue Fish	.17 - .20
Porgies	
Fresh Mackerel each	.25 - .40
King Fish	
Weak Fish	.08 - .17
Butter Fish	- .06
Steak Fish ½c. per lb. additional.	

OYSTERS.

Absecons, Primes	8.50	-	9.00
" Culls	4.00	-	4.50
Tuckerton, Primes			9.00
" Culls			4.50
Cove, Primes	9.00	-	10.00
" Culls	4.50	-	5.25
Blue Points		-	6.00
Rockaway bbls.		-	5.50
" boxes		-	5.75

CLAMS.

Pickert's, cans, No. 1 per doz.			1.00
" " No. 2 "			1.45
Clams per M	7.50	-	9.50
Necks "	5.00	-	6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size per doz.	1.00

SEEDS.

Caraway	per lb.	.15
Celery	"	.37
Poppy	"	.30
Canary, bags		.08
Rape, bags		13
Hemp, bags		.04½
Millet, 50 lbs	per bush.	.50

—17—

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09½
" 25 lbs	.09¾
" 48 pkgs	.10
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.09½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.08½
Fancy Muirs, 50 lbs	.07
Extra choice Muirs, 50 lbs	.07½
Extra fancy Muirs, 25 lbs	.08
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	15
Plums pitted—	
Fancy Red, 25 lbs	.11¾
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.13
Currants—	
Knighthood, 40 pkgs	.14
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.12
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.09¾
Hallowee, 70 lbs	.06⅞
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10
50–60	.08¾
60–70	.08¼
California, 25-lb. boxes—	
40– 50	.10½
50– 60	.09¼
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
	Per box
Clusters, Imported—	
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.20
	Per lb.
California Seedless—	
Thompson, 50 lbs	.10
Sultana, fancy, 50 lbs	.09½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08
" 3 crown, 50 lbs	.07½
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.08¾
	Per pkg.
Seeded—	
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.....
Crystal, 40 pkgs	.09
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11¾
Valca, Thompson, 40 1s	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
	Per lb.
Dunham's—	
¼-lb. pkgs, 15 lbs	.29
¼ and ½-lb. pkgs, 15 lbs	.28½
	Per case
Baker's Premium—	
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2.10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.82½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 2	per bottle .50
Continental, red, 1 doz	.32½
" black, 1 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz	.75
Stafford, Commercial, 32	.60
	Per doz
Thaddeus Davids Co.—	
Electro Chemical Writing Fluid	per qt. .65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Luminous Violet, 2 oz.	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz	.40
Letterine, slow-drying ink, 2 oz., all colors	1.00

—18—

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
			No. 1. No. 2.
Jumbo Chimneys, plain		per doz.	.75 .85
" dec., 207		"	.90 1.00
		No. 0.	No. 1. No. 2.
Banner Burners			.40 .50 .70

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal, Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. 10 case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs 40c. 18 lbs 25c Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 2 lb. pails, etc	08
35 and 18-lb. tubs	.08½

Packages not returnable.

—19—

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	.....
Headlight, 150 test	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
	Per doz.
Beech Nut—	
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
	Per gal
Pompeian Olive Oil—	
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
	Per gal.
Normanna Olive Oil—	
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2 per case	7.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¾-oz. cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17½
Filberts, bales, about 220 lbs	.13
Brazils, large, bags, about 180 lbs	.14¼
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.15¾

—20—

Peanuts, Green—	
Jumbo	.06¾
Fancy, hand picked	.05¾
Virginia, choice	.04¾
	Per bush
Peanuts, Roasted—	
Jumbo	1.70
Fancy, hand picked	1.40
Virginia, choice	1.65
Big Nickel 100 cartons	3.75

PICKLES.

Sweet—	
16-gal. keg, 210os	15.25
10-gal. keg, 130os	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 360os	18.25
10-gal. keg, 220os	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 500os	20.50
10-gal. keg, 300os	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 750os	22.75
10-gal. keg, 450os	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.00
10-gal. keg	8.50
5-gal. pail	4.35
Sour and Dill—	
45-gal. bbl., 1800s	17.50
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19.00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.25

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.13
" 40 grain	.12
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.09½
" 40 grain	.09
Beech-Nut, quarts per doz.	2.50
" pints "	.....
" ½ pints "	.....
Cruikshank, distilled, white per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.17
" " 10–12 lbs	.17
" " 14–16 lbs	.18
" Skinned Hams	.20½
" Cooked Hams	.27
" Bacon	.22
" Dried Beef, insides	.27½
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.16
" Skinned Hams, 18–20 lbs	.13
" Picnic Shoulders	.12½
Hams, skinback, 18–20 lbs	.1
" 14–16 lbs	.16
" 8–12 lbs	.17
Picnics, 6–8 lbs	.13
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks]	.2
Brisket Pork	23.
Jersey Pork, butt per bbl.	21.5
" family "	23.5
Breakfast Bacon, rib in	.16
" boneless	.17
S. P. Bellies, 14 lbs. average	.1
Bologna, 25 lb. boxes	..
Boiled Boneless Ham	.3
Beef Tongues, smoked, 5-6 lbs. per lb.	.20
Cooked Compressed Ham, 25-lb. boxes	...

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.8

SCRAPPLE.

	Per c
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.6
3 doz. 12-oz. cans	2.7
1 doz. 8-lb. cans	8.5

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	7
Medium	7
Large	7
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight per lb.	
"	
Tubs, net	
No. 10 tins 6 in crate	7
No. 5 tins 12 in crate	7
No. 3 tins 20 in crate	7
Compound—	Pe
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb. " 60 lbs	
3-lb. " 60 lbs	

—21—

DRESSED MEATS.

Dressed Stock—		Per lb.
eers	.10	–.14
eifers	.09	–.13
ows	.08	–.11
al Calves	.14	–.16
tra Calves	.....	–.18
outherns and Barnyards	.10	–.13
ty Dressed	.12	–.14
ctras	.. ..	–.16½
eep	.10	–.12
tra Wethers	.....	–.13
mbs	.15	–.16
tra Lambs	.....	–.18
gs	10	–.10¼

BUTCHERS' SUNDRIES.

n Steer Tongues	each	–.80
Tongues	.....	–.60
Heads, scalded	.50	–.75
tbreads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
Livers	"	.25 –.30
Kidneys	per doz	1.25
Livers		.10
ils	per doz.	1.20
ts, beef	per lb.	.05
, beef		16.00
erloin, beef, western		.22
n Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

		Per lb.
eys—		
stern, young hens, 8 to 10 lbs	.28	–.30
" young toms, 15 to 18 lbs	.28	–.30
hens and toms	.24	–.26
nmon to good	.18	–.20
rs—		
ladelphia, fresh killed, 3 lbs. and nder to pair, fancy	30	–.32
ladelphia, fresh killed, 3½ to 4 lbs. pair	.30	–.32
adelphia, fresh killed, 3 to 3½ lbs. pair, fancy	.30	–.32
—		
stern, fancy, heavy	.18	–.20
vy Roasters, 4 to 5 lbs	.21	–.22
to good	16	–.18
cocks	.13	–.14
s—	Per doz.	
ne, large, fancy	4.50–5.00	
ed	3.00–3.50	
k	1.75–2.00	

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs	.20	–.22
Springers	.19	–.20
	.19	–.20
ers	.12	–.13
, young	.15	–.16
old	.14	–.15

RESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
r's, pure	.95
jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
nmel's, 8-oz. tumblers	.80
nal, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
es—	Per lb.
nmel's pure, 12-oz. jars, 2 doz...per doz.	1.60
nal, 30-lb. pails	.09½
wark, 30-lb. pails	.06½
" 3-lb. toy pails per doz.	3.00
nmel's, pure, 10-oz. jars, 2 doz	1.40
wark, assorted, jars, 2 doz	.90
Marmalade—	
ey's imported, 4 doz	1.90
nmel's, pure, 2 doz	1.50
Nut Brand Conserves—	

	Per doz., in glass Large	Medium	Individual
berry	3 25	2.00	1.10
Raspberry	3.00	1.80	1.00
berry	3.00	1.80	1.00
	2.25	1.40	.80
rberry Sauce	2.25	1.40	.80
rd Grape	2.40	1.50	.90
	.....	.....	.....
d Plum	2.25	.....	.....
on Plum	2.25	1.40	.....
Currant	3.00	1.80	1.00
Currant	3.00	1.80	1.00
	3.00	1.80	1.00
	2.25	1.40	.80
Apple	2.35	1.50	.90
, Spitzenberg	2.25	1.40	.80
Jelly	.....	1.80	.....
es—			
pple, shredded	3.00	1.80	1.00
	3.25	2.00	.....
ides—			
Fruit	2.25	1.40	.80
rb	.....	.....	.....
e	2.20	1.35	.80

jars packed one dozen, medium two dozen individual three dozen per case.

—22—

Fruit Butters—		Per doz
Apple, Southwark, 30 lbs	per pail	1.15
" " full 5-lb. slip cover tins, ½ doz	per case	1.60
" Schimmel's, 30-lb. pails	per lb.	.06¼
" " 3-lb. slip cover tins, 1 doz	per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz	per doz.	3.15
" Mother Cook's, No. 14, 2 doz	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.12
Copperas	"	.02½
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.50
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.18
" ½ bbls., 28 gals	per ½ bbl.	5.60
" kegs, 14 gals	per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut, cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 2/3
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs	per 100	.70
Kegs, 150 lbs	per 100	.80
Granulated, 60-lb. boxes	per box	.60
" Crystal Brand, 24 2¼-lb. pkgs.,	per case	.80

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer	...2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 60s		2.25
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co....	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs ...100 cakes	2.10
Miller's, 50 cakes	1.75
Pumino, Fairbank's, 100 5c	3.75
" 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16 oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, N. K., 100 12 oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 10c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3 75
" " 24 family size	3.75
" " 24 laundry size, 6 teaspoons in each pkg	4 00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	26
Tumeric	.09½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05
" less quantity	.05½
Cinnamon, Canton, fancy	.11
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.55
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.25
" large	.28
Pepper, black, original bags	.16
" less quantity	.17
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¼
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03½
" 48 1-lb. pkgs	.05¼
" 16 3 lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	
Small, per gross	5.00
Large, "	9.00
Packed ½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.37½
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 2 oz., 1 doz, "	.30
Le Page's Glue, bottle, "	.80
" tube, "	.80
Royal Glue, 3 doz	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½

Matting Tacks—	Per doz
No. 11, blued	.12
No. 12, "	.17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ⅛ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, Imported, No. 2, cans, 2 doz	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32

Karo, cane flavor,	Per case
24 2 lb	1.90
" " 12 5 lb	2.25
" " 6 10 lb	2.15
" crystal white, 48 1½ lb	3 50
" " 24 1½ lb	1.80
" " 24 2 lb	2.15
" " 24 2½ lb	2.55
" " 12 5 lb	2.50
" " 6 10 lb	2.40

Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	Per doz.
No. 2, 2 doz	.90
No. 2½, 2 doz	1.25

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.90
" " cups	1.25
Turkey, No. 2, 2 doz, per doz.	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.30

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	2.90
7, " "	3.15
6, Housebold	2.85
7, "	3.15
6, Monogram	3.35
7, "	3.60
Daisy	2.50

Washboards.

Single Zinc—	Per doz
No. 100, Northern Queen, Protector	.....
No. 101, Tidal Wave	.....
No. 123, Seal Globe	.....
No. 126, Ruby	.....
Double Zinc—	Per doz
No. 56, Red Cross Swing, Protector	....
No. 80, Double Seal Globe, Protector	.....
No. 85, Double Stag, Wide Head	.....
No. 687, Double Leader Swing, Protector	.....

Buckets.

	Per doz
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	.....
" 12 qt	.....
Indurated Fibre	2.40

Butter Dishes.

Wire ends, 1 lb, per 1000	1.45
" 2 lb., oval, per 1000	1.85

Clothes Pins.

	Per b
5 gross	.45

Mops.

O-Cedar—	Per d
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15 00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.1
2, Marble	.9
3, Grass	.8
4, "	.6
5, "	.4
6, "	.3

Stove Brushes.

Wood Handles—	Per
No. 34, fibre, strap handles	1 1

Shoe Brushes.

Wltb Handles and Daubers—	Per
No. 0, All Mexican fibre	.6
No. 1, Prepared fibre	1
No. 7, All pure bristles and full	1 1
No. 16, " " socket daub, sol. bk.	2.

Wall Brushes.

	Per
7-in. Tampico	.....
No. 8, Family	.....
No. 8, Hustler	.....
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	1
8, Gray, patent fibre	1
18, All horse hair	1
21, " white tipped	2

TOBACCOS—PLUG.

	P
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Pe
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per boz	
Yeast Foam, 1½ doz, "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, January 24, 1916. No. 4

Very often as a merchant's wife comes in the store, customers go out of it. Many a wife who is absolutely loyal to the business and is doing everything in her power to help, is the worst handicap that the store carries.

The Salesman Who Could Not Sell Himself. See Editorial Page.

Big Western Salmon Man Says Retailers Mostly Retard Sales of Salmon.

Last Year's Bill to Compel Private Brands of Package Goods to Bear Manufacturer's Name, Appears Again in Congress.

Read the New York Letter for the Latest Decision as to a Manufacturer's Right to Fix Retail Prices. The Victor Talking Machine Case.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

HEINZ BAKED BEANS
HEINZ SPAGHETTI
HEINZ MINCE MEAT *and*
HEINZ PLUM PUDDING

Four good cold weather prepared foods that it will pay you to keep well displayed in your store.

We are advertising them strongly to your customers now.

Ask our salesmen for special trade helps and window advertising on these varieties and get your share of the business.

H. J. HEINZ COMPANY
57 Varieties
PURE FOOD PRODUCTS

Say to Your Customers
USE
HIRES
GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company
10 Chestnut Street, Philadelphia, Pa.

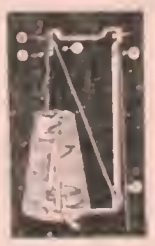
MONEY AND REPUTATION MAKERS FOR STORES

CRAKERJACK Sanitary Display Racks, Tops and Fixtures

9 jar Pickle Rack

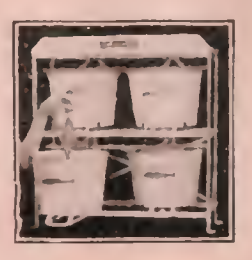
Glass Globe Rack

Basket Tripods


Take-up Twine Holders

Combination Twine and Bag Holders

Pail Racks and Tops


Salt Fish Racks

Banana Pulley

Cord and Twine Cutter

Dried Fruit Box Top

Only a few of our up-to-date Patented Fixtures shown here. Send for complete Catalog and Price List, Racks, Display Tops, Fixtures, Advertising Premiums and Specialties.

Evan L. Reed Mfg. Co.
101 A Street STERLING, ILLINOIS

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, January 24, 1916. No. 4.

lodern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

OCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
ate Exchange.

All Checks and Drafts payable to the Gro- World Publication Co.

n independent journal published ex- ively in the interests of modern mer- nts of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

bscription Rates, Including Postage, Payable in Advance:

PER YEAR

United States and Mexico $3.00
Canada 3.50
Great Britain and Continent of Europe nd Asia 4.50
le Copies ..... .10

Contents.

PAGE

ks the Retailer Is Retarding the Salmon Business 4

ness Story of 1915 Told in Rec- ord of Failures 4

ng the Trade 4

New York Letter 5

rial 6
tside Opinion on Present Gro- ery Trend.
sing Customers Who Are Al- eady Sold.
ckers.
e Victor Decision.

Salesman Who Couldn't Sell Himself 6

PAGE

Correspondence 7

Baking Powder Hearing Develops Nothing 8

The Week's One-Time Ads. 8

The Grocery Markets 9

Individual Market Reports 10

"The Stroller's" Column (Contributed) 12
Girl Clerks in Grocery Stores.

Pennsylvania Organization Notes .. 12

Legal Department 14
No. 347.—The Remedy Against Employees Who Steal Private Data of the Firm.

Selling Talks with Clerks 16

Science of Advertising 18

Bill Aimed at Private Brands Again Appears 18

Subscribers' Bargain List 19

Want Department 19

"Modern Merchant and Grocery World" Prices-Current 20

Index to Advertisements.

PAGE

"Advertising World" 9

American Specialty Manufacturers' Association 17

Anderson Computing Scale Co., The, 9

Buckley, Elton J. 5

Burk, Louis 15

California Associated Raisin Co.... 9

Chase-O Manufacturing Co. 15

Crescent Manufacturing Co. 7

Davis & Davis 14

Dayton Moneyweight Scale Co. ... 9

Duryee & Barwise 7

Fels & Co. 15

Ferris & Co., F. A. 11

Fleischmann's Yeast 9

Forbes, J. P. 13

Hamilton Corporation, The 5

Heinz Co., H. J. .....Cover 2

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books 13

Lautz Bros. Co. .....Cover 2

Lipton, Thomas J. .....Cover 4

Manufacturers' Representatives (Association of) 17

Mapleine 7

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products ... 10

National Biscuit Co. 13

Philadelphia Electric Co. 16

Reed Mfg. Co., Evan L. .....Cover 2

Royal Baking Powder Co. 16

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 9

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, Inc., F. G. 9

Wheatena Co., The 15

Where to Get Premium Goods..... 19

Business Story of 1915 Told in Record of Failures

Year Was More Disastrous Than Any Year for Five Years. Record for December Last, However, Compares Well With Every December for the Last Five Years Except December, 1914.

An interesting story is told in the official reports of mercantile failures for the past year, for the last five years, and for the month of December. Generally speaking, the record of failures for 1915 is larger than for the last five years. December, 1915, however, shows up much better than December, 1914, and compares favorably with the same month in the five previous years.

Following are the figures for December in the various lines:—

General Stores.—December, 1915, 164; liabilities, $1,450,352; December, 1914, 247; liabilities, $2,577,236. The number of failures in 1913 was 154; in 1912, 163, and in 1911, 129.

Grocery Stores.—December, 1915, 317; liabilities, $1,422,817; December, 1914, 286; liabilities, $1,134,464. In 1913, 218; in 1912, 196; in 1911, 194.

Dry Goods.—December, 1915, 91; liabilities, $1,188,928; December, 1914, 116; liabilities, $1,728,025. In 1913, 79; in 1912, 54; in 1911, 66.

Shoes.—December, 1915, 39; liabilities, $275,255; December, 1914, 53; liabilities, $358,275. In 1913, 35; in 1912, 39; in 1911, 25.

Hardware.—December, 1915, 38; liabilities, $501,643; December, 1914, 23; liabilities, $297,092.

Also interesting is the record of failures in the various lines for each year for the last five years, which is as follows:—

General stores, 1915, 2,334; 1914, 1,780; 1913, 1,615; 1912, 1,777; 1911, 1,380.

Grocery stores, 1915, 3,614; 1914, 3,022; 1913, 2,771; 1912, 2,597; 1911, 2,134.

Dry Goods, 1915, 1,179; 1914, 916; 1913, 728; 1912, 786; 1911, 671.

Shoes, 1915, 568; 1914, 453; 1913, 453; 1912, 411; 1911, 349.

Hardware, 1915, 491; 1914, 351; 1913, 341; 1912, 287; 1911, 302.

The above shows that the year 1915 was the most disastrous in the last five years.

Lastly comes the record of commercial failures during the year 1915, classified as to States. This is presented below. It is consistent with all the other reports and shows that in 1915 there were 22,156 failures in all lines, as against 18,280 in 1914:—

States.	Total 1915 — No.	Liabilities.	Total 1914 — No.	Liabilities.
NEW ENGLAND.				
Maine	272	$1,521,145	234	$1,8?5,068
New Hampshire	43	360,657	54	429,577
Vermont	60	528,521	47	318,436
Massachusetts	1,041	13,209,920	866	12,103,140
Connecticut	366	3,374,090	370	3,924,130
Rhode Island	183	1,852,073	154	1,088,746
MIDDLE ATLANTIC.				
New York	3,742	$72,819,242	3,227	$120,805,551
New Jersey	437	9,437,966	387	9,661,406
Pennsylvania	1,438	21,950,157	1,234	41,103,547
SO. ATLANTIC.				
Maryland	296	$4,233,937	243	$2,096,594
Delaware	26	708,745	30	618,117
Dist. Columbia	57	892,930	82	433,412
Virginia	457	3,003,874	327	3,011,468
West Virginia	218	2,792,367	185	2,596,413
North Carolina	293	2,721,960	175	1,412,245
South Carolina	316	3,326,569	173	1,716,196
Georgia	638	6,647,096	448	5,126,079
Florida	500	10,847,920	401	8,835,290
SO. CENTRAL.				
Kentucky	366	$2,978 796	253	$4,134,079
Tennessee	512	3,677,910	416	3,444,018
Alabama	443	4,828,317	274	4,935,563
Mississippi	279	2,060,745	195	2,220,332
Arkansas	396	3,859,867	236	2,576,850
Oklahoma	462	3,567,326	365	2,833,770
Louisiana	278	3,172,340	165	6,114,670
Texas	883	10,197,060	715	9,220,565
CENTRAL EAST.				
Ohio	805	$9,135,041	703	$15,738,758
Indiana	542	24,624 536	289	6,063 613
Illinois	1,517	19,100,428	1,306	24,797,612
Michigan	426	5,721,825	287	5,395,588
Wisconsin	340	4,698,638	235	8,879,819
CENTRAL WEST.				
Minnesota	341	$3,756,484	280	$4,280,715
Iowa	317	2,553,098	232	2,970,983
Missouri	717	7,906,723	728	6,436,588
North Dakota	72	703,690	67	837,272
South Dakota	56	519,905	46	462,151
Nebraska	177	1,711,393	109	951,955
Kansas	203	1,169,632	203	3,582,950
WESTERN.				
Montana	61	$1,366,666	91	$886,756
Idaho	66	382,090	71	599,026
Wyoming	21	246,775	16	159,169
Colorado	135	1,529,331	129	1,274,328
New Mexico	30	365,633	25	139,265
Arizona	30	235,450	21	680,195
Utah	77	359,522	98	676,303
Nevada	23	75,714	32	141,496
PACIFIC.				
Washington	525	$7,813,041	495	$7,245,340
Oregon	393	3,628,234	489	6,915,756
California	1,277	10,087,466	1,163	8,144,899
UNITED STATES.				
Total	22,156	$302,286,148	18,280	$357,908,859
1914	18,280	357,908,859	.....	.....

Produce Men Say Railroads Are Gouging Them on Freight Rates.

Philadelphia produce men appeared before the Interstate Commerce Commission during the week in protest against the icing charges imposed by railroad carriers upon producers, shippers and receivers of butter, eggs, poultry and other perishable foods. This was also the final argument in the case which has caused a widespread protest from produce exchanges, and it is declared if this charge is continued the price of foods affected will be increased to the consumer. After receiving permission from the Commission to increase rates 5 per cent., it is charged that the railroads arbitrarily, unjustly and without permission of the Commission added to freight bills a so-called cost of icing commissions, which, in effect, raised the rate of freight from 10 to 12 per cent. additional. It is this increase of rates that is being fought, and the increase which perishable food producers and handlers ask the Commission to stop, and compel the railroads to refund that which they have unlawfully imposed and collected.

Thinks the Retailer is Retarding the Salmon Business.

Representative of a Large Western Salmon Company Says Retailers Don't Sufficiently Educate Their Trade to Buy Salmon Right.

I consider that the retailer is the most important of all the steps in selling salmon to the consumer, as he it is who comes directly in contact with the consumer, and he and his assistants by their efforts or lack of effort can increase or decrease the use of a commodity to a large extent. I feel, in talking to you gentlemen about your own business that I must approach the question with a great deal of humbleness, as I do not want to appear to be criticising the methods of the retailer or his assistant.

In the larger retail establishments we know there is a systematic effort made to continually push goods, but it is in the smaller establishments that we get more of the retarding process than anywhere else. Personally, if I were a retailer I would insist upon my assistants being familiar by taste with every commodity in the way of foodstuffs that I handle and be able to know from his own judgment what is wholesome and of the price that would interest the class of trade that he caters to. Take, for instance, in the salmon industry, there are quite a large number of people who think it cannot be good, wholesome salmon unless it is deep red, because we have educated for a long period of years that red salmon was the best, and probably it is from a standpoint of appearance and richness, but take pink salmon. This grade has just as high a value from a nutriment standpoint as any of the so-called higher grades. The flesh is tender, delicate and it would be difficult, I think, for anybody to close the eyes and detect the difference between a mouthful of pink salmon and a mouthful of red, and a can of pink salmon will make just as fine a fish chowder as a can of red. And if the retail salesmen will take the trouble to make suggestions to his customer who is in the habit of buying closely to meet the necessities of her purse, he will find these suggestions good, and the clerk will not only make a good sale, giving as good a percentage of profit, but at the same time serve his customer satisfactorily.

There have been from time to time books of recipes gotten out that show the various ways in which salmon can be cooked besides eating it in its orignal state fresh from the can, and these books are still obtainable, and I would recommend retailers to personally post themselves in regard to a few simple suggestions in the way of preparing this commodity, and I think you would find your salmon business would increase materially to the pleasure of your customers and to the profit of your store.

ROBERT E. SMALL,
Manager Salmon Department
Kelley-Clarke Co.
Seattle, Washington,
January 17, 1916.

AMONG THE TRADE.

James P. Curry, who has for some time represented the Kellogg Toasted Corn Flakes Co. in Philadelphia, will be transferred to Chicago about February 1st. His successor will be Ralph Whitmore, who has been the same company's representative in Minneapolis. Mr. Curry is one of the strongest men in the Kellogg Co.'s employ.

L. P. Bryant, an advertising man well known in the trade, died at Dooner's Hotel, where he made his home, last Saturday after a brief illness of five weeks. He suffered from a complication of diseases, and was only forty-one years old. Mr. Bryant was formerly advertising manager for H. O. Wilbur & Son and later was connected with the C. M. Wessels Co. At the time of his death he was advertising manager for the S. S. White Dental Manufacturing Co. Bryant was a good, clean, likable chap and had many friends. He was the author of a feature which the "Ladies' Home Journal" is now conducting called "The Corpies," being instruction for children, in verse, as to the functions of the blood corpuscles

The New York Letter

ext of the Latest Victor Price-Fixing Decision. Proposed New Food Laws for New York State. Merchants' Association Will Back False Statement Law. Market Summary.

ecial Correspondence of "Modern Merchant and Grocery World."

New York, January 21, 1916.

The trade here, which are always interested in everything affecting the right a manufacturer to fix the retail ces of his products, have been sent in the air again by the decision of United States Circuit Court of Apals in the Victor Talking Machine e. The Victor suit was against R. H. acy & Co., the department store peo, who have been cutting the price of ctor machines and Victor records. e Victor Co. sued them in the lower irt for an injunction on the ground at they had not sold anything to acy, but had merely granted the right sell, on a sort of royalty scheme, on condition that Macy, the licensee, ould hold the price. The court deed against this contention, said the alty scheme was a subterfuge, the nsaction was a sale and Macy had a ht to cut if he liked. This contion the Circuit Court of Appeals v reverses. It says that the royalty eme is not a subterfuge and that it sufficient to enable the manufacturer dictate the price.

Following is the text of the decision:

This case presents the familiar ne of the manufacturer of a patnted article undertaking to exend its use and at the same time egulate the terms and conditions nder which it shall be used. It eeks to accomplish this in part by written contract entered into beween itself and every so-called liensed dealer to whom it delivers ie possession of instruments or recrds. This need not be recited, as substance it is the same as a o-called "License Notice" which is ttached to a conspicuous part of very machine. This notice varies nly in the statement of the amount f royalty, which of course is different for different types of maine. The notice affixed to every strument of the type known as ictrola XVI, reads as follows:—

LICENSE AGREEMENT.

(Here follows the agreement on hich the Victor Co. relied for its ower to dictate the retail price. ubstantially, it attempts to reserve tle to the manufacture and is a ense to handle the Victor appatus under the Victor patents. A oyalty" is required, corresponding the retail price of the machine id the records. Everything is on ondition that the retail price be aintained.)

A somewhat similar License otice is affixed to every sound recd or its envelope.

A study of these various documents leads to the conclusion that mplainant has undertaken to oid making such a sale of its maine as would permanently pass it yond any further control by itself. e think it has succeeded in so ing; this is not a sale outright, a conditional or restricted sale, any sale at all.

Under the authorities the owner of a patent who manufactures machines under such patent can give the right to use to whom he pleases upon what conditions he may choose to impose. Some of those conditions may involve pecuniary return, such as royalties, rentals for fixed periods, specified lump sum compensation for the whole period. We do not see why he may not give to one person a more restricted right to use than he does to another. The Dick case, 224 U. S. 1, establishes the proposition that a restriction to use only with other products of the patentee is legitimate. Of course, the giving to any person of a "right to use" things of this sort is an idle thing unless the person is also supplied with the physical thing to be used, to hold the same while he is enjoying the use and complying with its terms.

Turning now to the license notice. What is granted by the patentee is "only the right to use" the particular machine, unaltered, without parts not manufactured by the Victor Co., maker and owner of the patents, and only with records and needles made by the Victor Co., and to use it only so long as the notice, unerased and unaltered, remains on the machine. The term for which this right to use is granted is a fixed period "for the term of the patent having the longest term to run"—this term is ascertainable with precision by reference to the notice affixed to the machine which enumerates all the patents.

The character of the use is not the same in all cases.

1. To "Victor distributors" there is given a right to use only for "demonstrating."

As the sole result of demonstration is to induce the public to get the machines, it may be assumed that these distributors are paid by the Victor Co.

2. To regularly licensed "Victor dealers" there is also given a right to use for "demonstrating" purposes. Sometimes conveyance of such right to use is made directly by the Victor Co. to the licensed Victor dealer. Sometimes the conveyance is made to the "dealer" by the "demonstrator," who by the terms of the notice is expressly authorized to convey such right to the dealer. These dealers, of course, do not use these machines for their personal enjoyment; their demonstrations are given to induce the public to apply for machines, and they are paid by a commission on the amount paid by every person who may be induced by them to take one.

3. To the public, i. e., the individuals who wish to use the machines generally.

(Continued on page 8.)

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone Race 746

"S. H." Green Stamps
Hamilton COUPONS
The Sperry Magazine
THE TRIPLE APPEAL

¶ *Volume of Business is what YOU are looking for. The "Sperry" Service holds ALL your customer's trade and makes customers of those who liked your store before but liked their DISCOUNT better!*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

WITH THE EDITOR

Suckers.

This is from the Philadelphia "Record" of last Wednesday:—

Representing himself as an agent for the Rome Importing and Supply Co., with "offices all over the United States," Alfreda Guglichino, alias Alfreda Williams, 25 years old, was arrested in Camden yesterday by City Detective Trancome on a charge of obtaining money under false pretenses. Judging from papers found in his pockets, the accused man left victims in many cities.

About two years ago the same man, it is charged, swindled a number of grocers out of sums of money as an agent of the Eureka Supply Co. It was through a description furnished the Detective Bureau in Camden, after his disappearance at that time, that brought about the arrest yesterday.

Williams' method, according to the police, was to enter a small retail grocery store, offer goods at an unusually low price and promise shipment within a few days. The buyer was obliged to pay him 10 per cent. of the order in advance before he would consent to deliver the goods. Williams received thousands of dollars in this manner and evidence in the hands of the Camden police shows that grocers in that city alone have lost a total sum of nearly $4,000.

Sometimes I am inclined to doubt whether the old proverb about a sucker being born every minute, goes far enough. My thought is that perhaps it would be truer to have said—at least, to say now—that a sucker is born every second. And it is perfectly amazing how many of them get into the grocery business. All that seems necessary is to agree to do an obviously impossible thing, and down goes the grocer's name and often his money.

Why can't everybody remember that goods represent a certain value, which nobody can cut down much unless he stole them, and that any man offering *anything* at below the recognized value is either an outright crook or is scheming to put something over.

Losing Customers Who Are Already Sold.

One day last week a man went into the Philadelphia office of the Chalmers Motor Car Co. to buy a car. He had been some time deciding, but after considering all the makes of cars at about his price, he deliberately decided upon the Chalmers, and went to the Philadelphia branch with a check in his pocket intending to be the owner of a Chalmers before he left.

The salesman into whose hands he fell, in five minutes entirely changed the customer's mind for him. He was brusque, grumpy, unpleasant and uncivil. He did not possess sufficient salesmanship to sell a customer who was already sold, so the customer went out without buying. Instead, he went nearby to the Hudson branch and bought a Hudson.

How many such salesmen—or clerks—do men have in their employ without knowing it? Recently I asked a large retailer as to the relative merits, as salesmen, of two of his principal clerks. *He did not know.* It is conceivable that neither was selling enough to make himself profitable for the house, or that one was making money for his employer while the other was not. But the employer did not know.

If a salesman cannot sell a customer who has already sold himself, how can he possibly sell one who has to be sold from the beginning? And more, how can any sane employer have such a man in his employ without knowing it? No matter what kind of a store it is, or how small, every employer ought to know what his clerks' sales are.

Outside Opinion on Present Grocery Trend.

This is from "Associated Advertising," which necessarily sees the thing from quite a different standpoint than the grocer:—

The grocer, selling more goods than a year ago, and collecting more promptly, is looking about for new fields to conquer in many sections. He is beginning to realize that the people have the means with which to provide themselves with luxuries that were forbidden to them a year ago. In many cities the grocer has begun to cash in on the public's ability to buy, adding a larger proportion of high-grade food products. He is finding that in addition to buying bare necessities less carefully, the people will buy the more expensive kinds of fruits, canned goods, meats, etc., with more freedom.

If this is true, and I believe in a measure at least, it undoubtedly is, it holds a suggestion for some retailers who are competing with Economy stores. Economy stores, as a rule, do not sell fancy groceries. They confine themselves almost entirely to staples. Therefore a store which uses the present opportunity to push higher grade goods than the Economy store keeps, to such extent as it succeeds, puts itself beyond the competition of the Economy store. It is a nice business—selling the finer things. They appeal to the best classes of customers, they are not usually sold at a cut price, and they practically always pay a good profit. It is business well worth going after, especially as it involves no particular investment and nothing more than a little effort.

The Victor Decision.

The latest decision in the Victor price-fixing case has to do only with patented articles. The Victor Talking Machine Co. have for years successfully protected their prices by all sorts of schemes, the latest of which was based on this idea: they would not "sell" their machines or their records to dealers at all. They would merely grant a dealer a license to sell under their patents, the license being based on the condition that the licensee should sell at fixed prices only. The money which the licensee paid the Victor Company was not the price of the goods, but a "royalty." Of course the royalty was always the same sum as the price.

The Macy department store violated this agreement by cutting prices, and the Victor Company went into court and claimed the right to take away all the unsold machines and records in Macy & Co.'s stock and to prevent the further sale of Victor goods. The lower court said no, but the Appeal Court has just said yes. The latter court upholds the scheme thus:

> The authorities permit the owner of a patent who manufactures machines under such patent to give the right to use to whom he pleases upon what conditions he may choose to impose. Some of these conditions may involve pecuniary terms, such as royalties, rentals for fixed periods, or a specified lump sum compensation for the whole period.

So that neither Macy & Co. nor anybody else will now be able to cut Victor prices unless the United States Supreme Court, to which the case will be taken, reverses.

But as stated, only manufacturers of patented articles can get any advantage out of this decision.

The Salesman Who Couldn't Sell Himself

I happened the other day to hear a salesman applying for a job. I witnessed from beginning to end his effort to sell his own services to a man who wanted *some* services and who sat there willing to be convinced that he should buy the services then being offered him.

What I heard and saw inspires the observation that if a salesman's ability to sell was judged by the way he often goes about selling himself, there would be very few jobs given out.

This man may have been, as a salesman of merchandise, a veritable crack-a-jack. But as a salesman of services, and those his own, he was as unconvincing as if he knew he was a crook and a loafer.

Why is it? I suppose because there was a personal interest at stake which made the man nervous. Perhaps he needed the job very badly. Anxiety colored everything he said and did, for no anxious man can be entirely calm and level headed.

This man did want the job he was after and evidently wanted it badly. His fear lest he should lose it l[ed] him into the mistake of boasti[ng] about himself. He bloated a[nd] bragged about the big jobs he h[ad] had, how he was regarded as t[he] biggest man in the house, how t[he] boss consulted him about ever[y] thing, and how many big men w[ere] waiting that minute for him to [go]

le whether he would "accept" a sition with them.

It was all a pitiful pretense. Half eye could see that the man was lating his record. If that man d been selling groceries or hard- are or woolens, there probably uld not have been a trace of that ckyism that put him at his rst.

He did not get the job, though may have been just the man for

I never saw a man hired quicker n on another occasion when I o sat by.

'Why did you leave your last ce?" asked the manager.

'I was fired because I couldn't along with the sales manager," s the answer.

The minute that was said I ac- ired confidence in that man and so did the manager who was listening to his story. As the latter said to me afterward: "I believe in a fellow who has the nerve to come right out with it like that. Most of 'em try to cover everything up that they think might hurt their chances."

The way to apply for a job is to tell the bad with the good, if for no other reason than to create the impression that you are truthful and fair. It is astonishing what an appealing effect candor has on a man who is being asked for a job. The minute an applicant shows the courage to tell something on himself, that minute the manager or employer begins to hope that he can make use of a man so obviously truthful. In other words, the application from then on is backed by the man who is to pass upon it.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, ing understood that we do not hold ourselves responsible for any views expressed therein. All com- ications must be accompanied by the writer's name and address as an evidence of good faith, but not sarily for publication. All inquiries within our power to answer will also be noticed in this department.

o Repair Soda Water Coolers.

Vaynesboro, Pa., Jan. 12, 1916.
the Editor.

Dear Sir:—Will you please in- m me the names of concerns who ld be able to repair soda water lers, as it would have to be lined blocked tin. Baltimore or a ladelphia house preferred.

Thanking you very kindly in ad- ce, I remain,

Yours respectfully,
E. SILVER.

et in touch with A. H. & F. H. ipincott, Twenty-fourth and ust streets, Philadelphia.

* * *

Five-and-Ten Cent Goods and Carpets.

Mifflinburg, Pa., Jan. 18, 1916.
the Editor.

Dear Sir:—Please advise us what blesale houses make a specialty handling 5 and 10-cent goods. o advise where is a good place ecure dropped patterns in car- .

Thanking you in advance for the rmation, we remain,

Sincerely yours,
KLECKNER & Co.

—Butler & Co., Chicago.
—Albert Graff & Co., 707 stnut street, Philadelphia; F. G. Rogers, 1011 Filbert street, Philadelphia, are wholesalers in job carpets.

* * *

Trading Stamps and Premiums.

Corning, N. Y., Jan. 19, 1916.
To the Editor.

Dear Sir:—Do you know the name of a concern that makes trading stamps? I want to get a special stamp of my own. Do you know a premium concern whereby I could get catalogues and give out my own premiums?

Thanking you in advance, I am,

Very truly yours,
McGOVERN'S GROCERY.

Eureka Specialty Printing Co., Scranton, Pa.; also consult our Premium Directory.

* * *

Wire Guards for Meat Counters.

Johnstown, Pa., Jan. 13, 1916.
To the Editor.

Dear Sir:—Kindly give us the names of firms handling wire guards for meat counters.

Very truly yours,
THE CUPP GROCERY CO.,
H. H. Cupp.

Darby & Co., 223 Arch street, Philadelphia; W. H. Keyser, 54 N. Front street, Philadelphia; Strawbridge & Chase, Audubon, N. J. These people make guards to order. To get estimates you should give dimensions of your counter, the heighth you wish the guard, material of guard—galvanized iron, brass, etc.

* * *

The Pennsylvania Workmen's Compensation Act.

Tamaqua, Pa., Jan. 17, 1916.
To the Editor.

Dear Sir:—Let me know a few things of the new labor law that has taken effect January 1, 1916. Does the merchant have to insure his clerks? Can we have the clerks sign off their rights of insurance? Where can I get the full information of the new law?

Yours truly,
P. BRACHMAN.

This correspondent refers to the new Pennsylvania Workmen's Compensation Act, which went into effect January 1st. The act has been reproduced by this paper and thoroughly discussed from all standpoints. For several months we carried a weekly feature called "Suggested Cases Under the Compensation Act," which showed how the act affected the average retailer.

In a nutshell, the average retail merchant must take out insurance to pay his employees, if injured by accident occurring in connection with the business, the sums the law requires under various circumstances. He can refuse to do this if he likes, but if an accident happens and an injured employee sues him, he will go into court robbed of several of his most valuable defenses.

You cannot make an agreement with your clerks to waive compensation. The act expressly provides that any such agreement shall be void.

We advise writing the Bureau of Workmen's Compensation, Harrisburg, Pa., for additional information.

MAPLEINE

is a steady seller—there's no other "Mapley" flavor *just as good*—that is a point worth remembering.

ORDER FROM

WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburg, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

The Mail Is a Good Enough Salesman for Both You and Us

¶ If we were foolers we might fool a buyer once into believing he was saving money by buying **Teas and Coffees** by mail, but we could never do it the second time.

¶ If he buys by mail the second time, it's because he is saving money.

¶ We cut out salesmen because they were an expense, which fell on you, not on us, and because we can sell good goods just as well by mail as we can through salesmen.

¶ It is only bad goods that you can't sell as well by mail.

¶ We specialize in high-grade **Teas and Coffees,** and if you will send us a sample of your choicest blend or grade, we will match it and quote you a price which will show you what we mean when we say we cut the salesmen's salaries out.

Duryee & Barwise

Roasters and Packers
Teas and Coffees

533 Greenwich St.
NEW YORK

ESTABLISHED 1897

THE NEW YORK LETTER

(Continued from page 5.)

Apparently such conveyances are not made directly by the manufacturer; they are made by the "Victor Distributors," or by "licensed Victor Dealers," who are expressly empowered to make such conveyances. For each one of such machines the person to whom a right to use the same is granted and a machine delivered, to be by him used, shall pay a lump sum, which varies with the type of machine.

This is called a royalty; in effect it is a payment in advance covering use for the entire term—down to the expiration of the last patent. During such term, the restrictions as to parts, integrity of notice, needles, records, etc., are in force and the manufacturer reserves title in itself. Of course, when the patents expire no such restrictions could be maintained and, therefore, when that time comes any licensee (or user) in whose hands a machine may be and who has faithfully observed the conditions, shall receive full title to the same.

The documents are long and complicated, but it seems to us that this is what they provide for. We do not know why, under the law and the authorities a patentee may not thus dispose temporarily of the use and ultimately of the title of a machine made by him and protected by his patent.

* * *

There is considerable controversy here over a bill just introduced in the New York Legislature regarding the use of preservatives and coloring matter in food products. The bill defines a preservative as "any substance capable of being added to a food or beverage, or an ingredient thereof, for the purpose or result of concealing, hindering or preventing the natural change, decay or deterioration thereof, except alcohol and condiments such as salt, pepper, vinegar and the like." This would undoubtedly include benzoate of soda as a preservative, for that is added for the purpose of hindering a decay which would otherwise take place. The bill also defines coloring matter as "any substance capable of being added to a food or drug for the purpose of changing the appearance thereof."

The bill does not prohibit the use of all preservatives and coloring matter, but provides new restrictions for their use. The manufacturer must file a complete statement covering his use of either with the Commissioner of Agriculture.

If a retailer sells food containing either coloring matter or preservatives, he must place a sign or placard giving all the facts of the case in his store. This, of course, would give a black eye to any product named in it, and is the foundation for the fight which will undoubtedly be made against the bill by various manufacturers.

* * *

The Merchants' Association of New York has approved the bill introduced in Congress by Mr. Kreider "prohibiting fraud upon the public by making or disseminating false statements or assertions concerning any merchandise, commodities or securities or service."

The Merchants' Association, in its letter commending the bill, suggests that it be amended by the specific naming of notices, handbills, posters, bills, signs, placards, cards, labels or tags.

* * *

The green coffee interests of New York held a meeting here in the week to discuss the proposed plan for conducting a campaign in the interest of the use of more coffee by the public. It was decided to carry on this campaign by the last meeting of the National Coffee Roasters' Association, and a committee was appointed for the purpose. A brief, tentative plan was submitted at the meeting held this week and the meeting decided to work in conjunction with the representatives of the roasted coffee interests.

* * *

A large mass meeting of retailers was held in Madison Square during the week to discuss the Stevens Bill, now pending in Congress, which would give the manufacturer the right to fix the retail price on trade-marked goods. Another resolution was adopted favoring the bill.

* * *

The twenty-eighth annual convention of the New York State Wholesale Grocers' Association was held on Thursday and Friday at the Hotel Biltmore, with about 100 present. The following officers were elected, mostly being re-elections: President, Thomas B. Ward, Jr., of Weidman, Ward & Co., Albany, N. Y.; first vice-president, Sylvan J. Stix, of Seeman Bros., New York; second vice-president, E. S. Truesdell, of Newell & Truesdell, Binghamton, N. Y.; third vice-president, Edward Cumpson, of T. & E. Cumpson, Buffalo, N. Y.; treasurer, Howard L. Sills, of John S. Sills & Sons, New York, and secretray, Nelson Gray (elected by the directors), New York.

The principal object of discussion was the Stevens Bill and whether the association should aid its passage. The speakers were Prof. Paul H. Heystrom, representing the American Fair Trade League, who was in favor of the bill, and Percy Straus, of R. H. Macy & Co., who was against the bill.

Various other trade subjects were discussed, among them the growth of buying exchanges among retailers, which was discussed by Nelson Gray. Mr. Gray said that the rapid growth of these organizations in the New York district demanded careful attention on the part of wholesale grocers. He included chain stores in his discussion. It was generally agreed that 1915 was a good year for New York jobbers.

Summarized Market Conditions.

Tea fairly active at about unchanged prices, although India-Ceylons are very firm and higher in primary markets—Coffee somewhat heavier than a week ago in spite of short freight facilities from Brazil. Demand quite light and prices on Rio and Santos a shade easier for the week. Milds quiet and unchanged, with the outlook for somewhat lower prices.—Sugar firmer. Raws quoted at 4.83 cents and granulated at 5.85 cents. All granulated up 10 points. —Spot tomatoes still higher and firm. Demand for immediate wants. Some future tomatoes selling at 80 cents. Peas and corn unchanged for the week, with corn relatively firmer than peas. —Salmon unchanged, with chums and medium reds becoming very scarce. Pinks are also low in supply. Prices unchanged, with outlook firm. Domestic sardines firm and well maintained. —Spot prunes somewhat firmer.—Other dried fruits unchanged.—Currants somewhat easier than they were and still show a firm undertone.—Wheat erratic and quite sensitive.—Flour about 25 cents per barrel firmer for the week, with the local supply still small on account of congested freights.

Baking Powder Hearing Develops Nothing.

Only Question Discussed is Squabble Between Jacques and Calumet Companies Over Whether the Latter Company Shall Be Allowed to Use Albumen to Make "Egg" Test.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
January 20, 1916.

The hearing on baking powder standards was held during the week before the Federal Food and Drugs Board. The point discussed was not the old controversy over cream of tartar and alum, as many expected, but the Western baking powder controversy which I believe has been referred to in your columns, between the Jacques Baking Powder Co. and the Calumet Baking Powder Co. over the egg albumen test. All of the large baking powder companies were represented, but took no part in the hearing. Several Western food commissioners in whose territories the above contest was waged, were also present.

The chief point advanced was the egg albumen issue, the chief controversialists being, as had been predicted, the Jacques interests of Chicago, opposing egg albumen and the "water glass test," and the Calumet Baking Powder Co., contending that egg was harmless and not a means for making the water glass test fraudulently. The American Baking Powder Association appeared in support of the Jacques contention.

The albumenites conducted an exposition of the "water glass test," using both albumenized and non-albumenized powders, from which their experts argued that the elimination of egg would only increase the chances for deception on a comparative test of the two types of powder.

The whole issue in a nutshell appears to be this: Shall a baking powder manufacturer be allowed to put albumen in his powder, when it has no effect on the leavening power, but merely allows a spectacular test to show that the powder has egg in it, which test is generally regarded as deceptive because there is no egg in it? It is not likely that the Board will do anything about it as it is regarded as largely a squabble between two manufacturers.

HOLT.

Controlling Food Colors.

A food inspection decision has been issued by the U. S. Department of Agriculture permitting the use of tartrazine in coloring food products. Investigations have shown this color to be harmless and suitable for coloring foods. It is manufactured in large quantities in the United States. Seven other coal-tar dyes have been permitted in foods since the enactment of the Food and Drugs Act. Samples of these dyes, certified by the manufacturers, are examined in the Bureau of Chemistry and only such dyes permitted as are free from impurities and harmful substances. Another decision has recently been issued making more stringent requirements in reference to the certification of coal-tar dyes when mixed with substances not coal-tar dyes. This decision provides that hereafter the manufacturer shall deposit with the Secretary of Agriculture a declaration that every package in which any such mixture is sold shall have a plain and conspicuous statement of the quantity or proportion of the certified dyes present in the mixture.

The Week's One-Time Ads.

Well, gentlemen and patriots, the Ferris people are back in this issue. They've got one of those page ads. of theirs in the paper this week, but this one talks more about the general question of ham. Every man of you sells ham and you're interested in the subject. Just see in that ad. how the Ferris ham gets about over the country. In the ad. there are letters about it from Montreal, from New Jersey, from Florida and from Kansas. Do you realize that the Ferris ham is selling over the United States, where there's a quality grocery store that has particular people to cater to. I've got a guess that you won't find many Economy stores handling them, and there's a point for you if you're alongside an Economy store. Sell the fine stuff like Ferris Hams and Bacon that people can't get anywhere else. JIMMY MANDE

The Grocery Markets

Tea.

The tea market shows no change for week. The situation is generally lthy and firm, demand being active ull prices. Nobody seems to be will- at present to make any concessions desirable grades.

Coffee.

The coffee market, in spite of the tinued scarcity of freight facilities n Brazil, is still heavy, although the ance noted last week is still in part ntained. The demand is confined to ual wants; nobody seems to have ugh confidence in the market to an- pate wants very much. Rio 7s are scarce and firm. Milds quiet and hanged. Java and Mocha in quiet and.

Sugar.

he sugar market, which was com- tively weak in the early part of the k, strengthened considerably toward close and most refiners were quot- granulated at 5.85 cents. There is e beet granulated being offered, but information was given by some of largest companies that they would tly retire from the Eastern market, use they could get more money for sugar in other markets. Raws advanced during the week at least ent, largely because of the heavy and and of the lack of freight facil- from Cuba. The consumptive de- d for sugar is fair.

Syrup and Molasses.

he feature of the molasses market e very heavy price that is now be- obtained for black strap. This e, which is the lowest and poorest is not used for human consumption ll, is commanding a premium of ral cents per gallon on account of sefulness for the war. All grades olasses are ruling about normal on nt of scarcity. Sugar syrup is un- ged for the week, demand being . Compond syrup unchanged and .

Fish.

e approach of Lent has made but pple upon the mackerel situation. supply was small and prices high, the demand during Lent has not heavy during the last few years, in consequence prices are no higher although the feeling is somewhat r. Cod, hake and haddock are in nable demand at unchanged prices. on is selling fairly well at un- ged prices for the week. Domestic nes are moderately active at the ad- noted two weeks ago. Imported nes still very scarce and very firm.

Canned Goods.

matoes are about unchanged, most rs asking $1.05 in a large way, b. for standard Maryland 3s. The k is very firm. Spot corn is sell- well at about unchanged prices. Spot peas are still heavy, without inci- dent. Apples are unchanged and the principal demand of the year is ap- proaching. There is no indication of any radical fluctuation. California canned goods dull and in ordinary de- mand at unchanged prices. Small East- ern staple canned goods quiet and un- changed. There is much more business being done in future canned goods this year than was done last year. Toma- toes are being taken rather generally at 80 cents in a large way, f. o. b. This is from 10 to 15 cents above last year's future price. Packers are claiming as they did last year, that this year's cost of production is going to be much larger than in 1915. There is also some future corn selling, part of it on the same basis as last year and part of it (meaning particularly the New York brands) slightly above last year. Maine packers have not yet named future prices. Future peas are not being of- fered to any extent because there is no incentive to buy.

Dried Fruits.

Prunes are practically unchanged from last week. There is a little better feeling on spot, but there is no sub- stantial difference as compared with a week ago. The consumptive demand for prunes is fair. Peaches and apri- cots are both unchanged on last week's basis; demand fair. Raisins are also unchanged, the situation being steady to firm and the demand fair. Currants are easier on account of increased supplies. The demand is moderate. There is a great scarcity of Fard dates, which will probably not be relieved for a consid- erable time. Hallowee dates are plen- tiful and unchanged.

Beans and Peas.

Domestic pea beans are maintained upon the high basis reported last week; demand fair. Marrows are unchanged

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

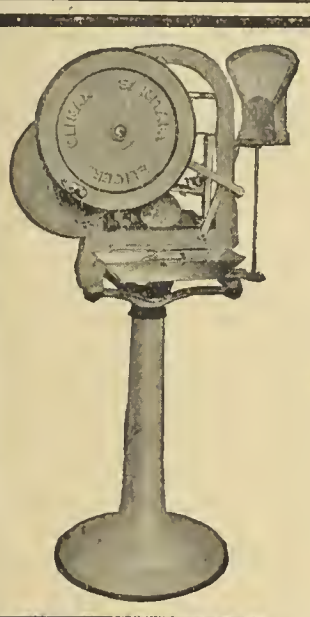
SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St., New York



This Slicer Is Almost Human

¶ A meat slicer (**Climax Computing Sanitary Slicer**) that slices, weighs or computes, makes other slicers look like old-fashioned home-made contrivances. It is truly a wonderful machine, and not at all expensive.

¶ Comes without the pedestal if you like, or without the scale. Then it becomes a plain slicer, but far beyond any other in accuracy and efficiency. Write us.

THE ANDERSON COMPUTING SCALE CO.

ANDERSON, INDIANA

WE NEED SALESMEN

High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER AND TRAY MFG. CO.

ROCHESTER, N. Y.

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products

The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

on the basis of $4.75 per bushel, in a large way, f. o. b., but there is talk of advancing it on account of the scarcity and high prices of pea beans. California limas are also unchanged for the week, although some holders believe that they should advance in sympathy with pea beans. Green and Scotch peas unchanged and quiet.

Butter.

There is an active consumptive demand for all grades of butter and the market is healthy, with prices about the same as a week ago. The average quality of the butter arriving is good for the season and no important change seems in sight.

Eggs.

The egg market is steady and unchanged, with the receipts increasing every day. The consumptive demand is good and prices are about on the same level as a year ago. The weather for the next few weeks will decide the market.

Cheese.

The cheese market is firm at an advance of ½ cent for the week. The consumptive demand is moderate, but there is a heavy demand for all grades for export. Stocks of cheese in storage considerably lighter than a year ago and the outlook is firm.

Provisions.

Everything in smoked meats is steady and unchanged, with a light consumptive demand. Pure and compound lard are both firm at an advance of about ¼ cent and a moderate consumptive demand. Barreled pork, canned meats and dried beef are all steady at unchanged prices.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

Ordinarily large stocks of herrings are kept in Norway, but just at present the demand from the countries at war has been so very large that stocks are practically depleted. The only kind of herrings which are being offered from Norway now are the sloe herrings, a rather nice herring, which contains some milk and roe, and which ordinarily is eaten quite largely in the American market, but prices are so enormously high that little, if any, has been imported of these herrings this season. The herring trade in general is done on a hand-to-mouth basis, owing to the high prices prevailing for this food product, which as a rule is a necessity, but has now become a real delicacy, as the poor man cannot afford to buy herrings at prevailing prices.

Never before has there been as little sold of Holland herrings, all on account of the high prices.

Scotch herrings, of course, are selling, but unfortunately, real good stuff is hard to obtain.

The approaching Lent has stimulated the Norway mackerel trade to quite some extent, and in spite of the high prices, the trade is taking more interest in Norway mackerel than it has done since the beginning of the season.

There has been some catch of Norway sardines of late, but practically all that has been taken by the countries now at war, at prices which place those sardines entirely out of our reach for the American trade. Besides, most of the sardines caught were rather large fish, which are not desirable for sale here. No further shipments of sardines have come forward from Portugal of late on account of the poor catch and high prices.

The few sprats which have been caught of late in France have been sold at such enormous prices that we could not dream of importing them here. The market here is practically bare of all kinds of sprats. Naturally, the prevailing high prices for sardines have restricted the consumption. If this were not so, imported sardines would be selling at very much higher prices than they are now and there would be practically none available.

The demand for all goods in our line continues steady and good, and business on the whole is very satisfactory, although handicapped on account of the present difficulties owing to the war.

STROHMEYER & ARPE CO.
New York.

Spices.

Market is exceedingly active—large trading on cassias and gingers. Ocean freights have again advanced to figures hitherto unknown. These changes will add very much to the cost of goods purchased for later delivery. Great scarcity continues throughout the list and higher prices may be expected.

Pepper.—Slowly advancing, due now to higher freights. The demand is unusual and the uncertainty of the Government officials pertaining to arrivals and the passing of same is causing considerable uneasiness. The delay is costly to the importer and naturally has to be shared by the manufacturer, and ultimately by the consumer.

Cloves.—Prices continue steady. The demand is unusually good and prices are likely to remain firm.

Nutmegs.—Very scarce and in good demand. The Government has lately held up several parcels of grinding grades. The attitude of the Government officials means a great loss and delay to the trade.

Pimento (Allspice).—Steady and in fair demand. Prices unchanged during the week.

Mace.—Very scarce at present, and we are likely to see sharp advances, due more or less to lack of supplies.

Cassias.—In better demand. Supplies here are unusually small. Spot stocks have lately been greatly decreased and very much higher prices are bound to result.

Gingers.—Very much firmer, with little chance of any relief before late spring. Higher spot prices are therefore very probable.

Tapiocas.—Very firm and have advanced during the week. This article has been affected by the higher freights.

Paprika.—Keeps firm in price and the demand is steady. There has been considerable delay in arrival of lots from Spain and the market is really bare of stock at present.

McCORMICK & Co.
Baltimore, Md.

Benzoate of Soda Question Up Again in Wisconsin.

Action was started in the United States District Court at Madison, Wis. during the week by Curtice Brothers Co. of New York against the State Dairy and Food Commission to restrain the enforcement of the State food law prohibiting the sale of any article containing benzoate of soda. The complaint declares that the Federal law permits the use of benzoate as a preservative and that the State law is in contravention with the Federal law.

Whenever you hear somebody argue that nationally advertised goods are not good merchandise for retailers, see if there isn't some reason why he says something which is so obviously false. Has he a brand of his own that he wants to sell you, or is he himself misled because somebody with a private brand (which nobody wants) has told him he could make a big profit on it?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Straws show which Way the Winds blow.
MONTREAL
STRAW No 1 FROM THE FRASER VIGER CO. LIMITED
STRAW No 2 FROM LOVELY, N.J.
NEW JERSEY
KANSAS
STRAW No 4 FROM GARDEN CITY
F.A. FERRIS & CO
STRAW No 3 FROM MT. DORA
FLORIDA
GULF OF MEXICO
ATLANTIC OCEAN

THE PROOF OF THE PUDDING IS IN THE EATING !!

The Family Table Tests It.

STRAW No. 1—From the Montreal Papers

"FRASER VIGER & COMPANY, LTD."
The Last Call for Christmas, 1915!!!
Are you not hungry for A FERRIS HAM?
A DINNER PORTION. ROASTED!!! DELICIOUS!!!
Will you ask for a Ferris Recipe?
THE FERRIS BONELESS BREAKFAST BACON has such
A SUPERB FLAVOR! UNRIVALLED!

STRAW No. 2—From a Doctor in Lovely New Jersey

"Our Cook has Thursday Afternoons Off.

"We Camp for two months in the Summer in the Northern Hill Country. We all cook then, each has his own personal dishes, of which the whole family is also proud. And through the Winter we 'Cook' on Thursday nights to keep our hands in.

"Last Night? What do you guess? Griddle Cakes! And mid-slices cut from a FERRIS NEW YEAR HAM, Broiled to a turn! Good? I should say so!

"And by the way. I stand ready to give you any sort of Official Certificate you wish for the FERRIS HAMS and BACON. WE know!"

STRAW No. 3—Mt. Dora, Florida, from our Mr. Reilly

"Detained by train wreck yesterday in a little Town for eight hours. I got a New Man there who carries a surprisingly fine line of Goods—a finer Stock than I found in Jacksonville.

"He believes in (I) QUALITY! (II) SERVICE! *He is a Winner!*"

STRAW No. 4—Mrs. R. F. L., Garden City, Kansas

"Through our friend, Dr. J., I learned of the FERRIS BACON some time ago, and that seemed good enough for me. But I saw a FERRIS RECIPE for ROASTING A HAM and I wanted to try it, so had to get a Ferris Ham. They are simply grand! I'm a Hoosier and know what is good. So I want to give you a Recipe for frying Ham. Cut a piece out of the center of this Ham, dip it in a well-beaten egg, roll in fine cracker crumbs and fry in real hot lard with a piece of butter in it, fry quickly and don't let simmer, as frying it quickly keeps all the sweet in, and it sure is delicious. If you have ever tasted anything better let me know."

Thanks, Gracious Friend. That's a fine turn you have done us. We'll enjoy your new Recipe, sure!

STRAW No. 5

A Professional Friend came through from the West on the midnight sleeper and stepped out at the M. Depot at 7 A. M. His appointment was for 9 o'clock and it was too early to call on his circle of friends, though he had many of them in M., so he went across the track to the M. Hotel.

The waiter briskly told him he could have "Beef Stew." "Ham and Eggs." "Sausages and Griddle Cakes." He ordered "Ham and Eggs" with his Coffee and Rolls. He said "That Ham was the worst I ever tasted in my life, it was tough, salty, ill-flavored, and I shall never think of that M. Hotel without a dark brown taste in my mouth."

You see that too many brisk Hotel Managers think a Ham is still a Ham, but was it good advertising for the M. Hotel to allow such stuff to be served on its table? Was it good advertising for the Market that furnished Supplies to the M. Hotel, even if they did pay a cent or two less per pound for such Ham than the Ferris would have cost them, and was it not the worst advertising in the World for any Hotel, Market or Grocer who offers Food to its Patrons and Guests to allow such stuff to be worked off on them? Does it pay anyone to handle cheap grade Hams and Bacon, and can any Grocer or Market afford to have such inferior grades worked off on them by unscrupulous Suppliers? Does it not hurt every time?

THE FERRIS FAMOUS HAMS AND BONELESS BREAKFAST BACON

The Brand with "THAT IRRESISTIBLE FLAVOR" which particular housekeepers are seeking and are willing to pay for
Your orders will have our prompt attention

F. A. FERRIS & COMPANY, 262, 264, 266, 268, 270 and 272 Mott Street, NEW YORK

Girl Clerks in Grocery Stores.

D'ye know, I've about come to believe that girl clerks in grocery stores ain't so much.

I used to believe that they could beat men clerks all to thunder. I used to think that if I had a store I wouldn't use anything else, except for the rough heavy stuff.

But I've seen quite a lot of 'em, going around, and I believe I've changed my views about that. I don't believe now that I'd have 'em at all. Women and girls are almighty peculiar and most of 'em ain't sweet when anything ruffles 'em.

One of my customers has a girl in his store. She's cashier, and when there's a rush on she waits on some of the trade. I've seen her a lot of times. There ain't anything the matter with her except that she won't talk. Just goes about waiting on customers as glum as the very old deuce. You'd think she was mad, but she really ain't, her boss says. It's just her way. Bum way, I say.

I've seen her wait on a customer and not open her mouth at all, except to say "what else?" Don't even say "what else, please."

Good Lord, she could talk about the weather, couldn't she?

People don't like to be waited on by glum clerks. I know how I feel about it when I go in a store to buy something. When I get up against a grumpy clerk I feel like sticking a pin in her and then when she opens her mouth to yelp, handing in a good swift slap.

"Does that girl of yours ever say anything to anybody about anything?" I asked her boss.

"Not very often," he says. "But she goes about her business all right."

"Maybe she does," I said, "but a little talk don't hurt when you're selling goods."

"There is such a thing as too blamed much talk when you're selling goods," he said, looking at me in a meaning way, but I didn't take any notice. I'm above such slurs, me.

But it ain't often you find a girl clerk like that. Most of 'em are willing enough to talk, but they're snappy. Women are the easiest ruffled people on the face of the earth. One thing—a lot of 'em ain't well. They've got headaches and they've got backaches, and they've got a lot of other things that us men don't have, and all of 'em hurt their tempers.

Why I heard a girl clerk waiting on a customer out in York the other day, that honest to goodness, if she'd talked to me that way I'd have turned her up and spanked her. It wasn't so much what she said as the way she said it. Sounded like she was just on edge about something and had to let out on people. Snappy and sharp and disagreeable as all get out.

The customer was a little girl, but she noticed it all right, because when the clerk turned her back for something the little girl made the worst snoot at her I ever saw outside of a bad dream. I'll bet she told her mother about it when she went home. I don't know what the mother did, but I know what she could do. I wouldn't want her to do it to my store if I had one.

Chance is the next time I hear that girl wait on trade she'll be as fine as pie. Whatever trouble she had before will have went and left her all right. But if I find she's still snappy, then I'm going to step up and buy something and if she does it on me I'm going to lam her.

I may have to stand that kind of thing at home but I'll be blamed if I'll stand it outside.

No, sir, there ain't much to girl clerks in grocery stores. They don't go behind the counter to learn the business, anyway, like a man does. They just go in to get a job until something happens. You can't get good service from people like that. They ain't interested. What do they care if a customer gets mad and leaves? It ain't anything out of their pocket, and as they never expect to have a store of their own they don't care if they do get in wrong with people.

Of course once in a while you get hold of a peach who is good-tempered, no matter what she's doing. A girl like that will always do her best. I know one or two like that. If you can only get such girls as that for clerks, you're all right—they'll make good, better than most men. But they're as scarce as bearded ladies, that kind are. Most of 'em get married. They're soon snapped up; they don't have to work in stores.

THE STROLLER.

Pennsylvania Organization Notes.

The business men of Duquesne banqueted on January 18th. About fifty were present.

* * *

The Bradford Board of Trade held its annual banquet on January 19th at the "Holly Inn." Geo. L. Dobie is the efficient secretary.

* * *

Sixty-five members of the Bradford Business Men's Association attended the regular meeting of the association on January 11th. The meeting was held at the Y. M. C. A. Building and was a big success. Prior to the business session the members enjoyed a chicken dinner. Among the guests was Mayor H. H. North and Organizer Smedley. Both made addresses. At the business session a committee was appointed to arrange for a public rest room. The Committee on Boulevard Lights reported that they would soon be installed. It is also planned to provide a public playground. Resolutions were adopte on the death of Jacob Kreinson, a honored member of the associatio Special plans are being made for campaign of trade expansion.

* * *

On January 13th Organiz Smedley visited the Connelsvil Business Men's Association. T attendance was fair. After t transaction of routine business M Smedley made an address. T organization is a live wire body. has a good credit rating syste is planning a "Pay-up Week"; h a sharp stick after trading stam and takes a keen interest in mu cipal affairs.

* * *

August 22d, 23d and 24th ha been fixed as the dates for the n State convention, to be held Bradford.

* * *

The Lebanon Association open up its new rooms on Febru 8th.

* * *

The Berwick Association hel special meeting on January 1 and elected officers for the ensu year. A smoker followed. The ganizer was compelled to send grets owing to a prior engagem

* * *

The Pittsburgh Association conducting a membership camp with great success.

* * *

Doylestown business men considering the establishment o Board of Trade.

* * *

New Kensington merchants h organized under the name of " Dealers' Aid Bureau." F. Shriver is in charge.

* * *

The 28th anniversary of Frankford Retail Grocers' Asso tion will be held at Masonic on Wednesday, March 1st. A 500 will be present.

* * *

The Executive Committee for Retail Merchants' Association m the headquarters of the Retail Gr Association of Philadelphia in Bourse on Thursday, January Those present were J. C. Norris, dent, New Castle; A. M. Howes, tray, Erie; Wm. H. Nelson, trea Chester; J. W. Gilds, Easton; Dr. Bosworth, Wyalusing; Albert K Philadelphia, and Wilmer Crow Harrisburg, a former president o organization, who was elected t the vacancy caused by the deat P. M. Malloy, of Williamspor Denny O'Neill, representing the Keesport Chamber of Commerc

ttsburgh Commercial Club; C. M. essels, of Philadelphia; R. F. Cook, retary of the Harrisburg merchants; A. Bell, of the Retail Grocers' Protive Union of Pittsburgh; Organizer W. Rittenhouse, of Scranton, editor "Up-to-Date" and secretary of the ranton Business Mens Association; J. Morris, president of the Reading amber of Commerce; A. M. Latshaw, former member of the State Execue Committee from New Brighton, re also in attendance. A legal opinwill be had for the information of mbers as to how far merchants may legally in advertising debtors and eatening injury to credit as a means collecting past due debts of cusners. A radical change in the policy the organization was made in the ognition of associations of retail rchants for the privileges of memship of self-governing boards, bus and branches, of Chambers of mmerce, Boards of Trade, Commerl Clubs and similar organizations ing mixed memberships. It was sense of the Executive Committee t these groups and trades of comrcial bodies may affiliate without the ment of dues on all of the members the parent body as has been the rule etofore, but in no case will others n members of the branch be entitled benefits of membership in the State anizations unless the mixed organiion pays dues on its full membership. The merchants are promoting, in coration with the Hardware Dealers, Mutual Liability Association for protion of the merchant under the orkingmen's Compensation Act at t. A. M. Howes, Erie; William edley, Philadelphia, and C. H. Miller, ntingdon, were delegated to visit nstown and adjust a dispute with local organization due to some misderstanding in regard to the matter. A referendum of the 100 local assoions in 200 Pennsylvania cities and ns, where the merchants are organl, was authorized to determine the tude of the organization on a conutional convention, it being underod that a movement is being launched other interests to that end.

* * *

The annual meeting of members of Retailers' Mutual Fire Insurance npany of Pennsylvania, which has hy policyholders in this ctiy among membership of the Commercial b and Erie Retail Grocers' Associa, was held Thursday at the Bourse Philadelphia, which is the corporate dquarters of the company. The foling officers and directors were elec: President, Albert Kaiser, Philadela; first vice-president, Wilmer Crow, risburg; second vice-president, J. C. ris, New Castle; secretary, A. M. ves, Erie; treasurer, Wm. H. Nel- Chester; directors, E. J. Morris, ding; A. M. Latshaw, New Brigh- J. Denny O'Neill, McKeesport; Dr. H. Bosworth, Wyalusing.

he company has had a successful , adding to its surplus, and by the servative underwriting has saved organized merchants who have insured in it an average of 49 per cent. in comparison with standard rates during the past thirteen years. It limits its business to fire-protected territory, and only insures members of the Retail Merchants' Association of Pennsylvania through its 100 local associations in 200 Pennsylvania cities and towns. On July 1st the company will change from its cash premium, premium note plan to what is known as the all cash plan, under which no notes are taken, the company collecting the full cash premium collected by capital stock companies, with a refund of the profits on the renewal after paying fire losses, expenses and providing for conflagrations. The organized merchants have saved over $180,000 in premiums since the company was established in 1903, after the payment of all adjusted losses to date, and is in good financial condition, with no past due obligations of any kind and with sufficient surplus on hand to enable it to pay its members their unearned premiums and pending adjustments without embarrassment. Members of the company from Pittsburgh, Easton, Scranton, Harrisburg, Erie, New Castle, Chester, Reading, New Brighton, Wyalusing and McKeesport attended the meeting.

A resolution was adopted authorizing the company to affiliate with the State and National Association of Mutual Fire Insurance Companies. A dispute having arisen between the agencies of Mt. Carmel and Harrisburg over the writing of insurance of chain stores by a non-resident agent, it was agreed that the company protect its agents in their field and no agent will be permitted to write business in any locality of which he is not a resident if the company has a resident agent at that point. Arrangements have been made by which the company will receive interest on daily deposits in its checking account, and the change to an all-cash plan by which the company collects a full tariff rate will, it is believed, materially increase its interest earnings and thereby reduce its expense ratio. The company has but one weakness. It has saved its members too much money without making adequate provision for conflagrations by setting aside part of its earnings in surplus account for extraordinary losses. Up to the present time the company has escaped all serious conflagrations, and the directors believe it is better to provide a surplus out of the savings than levy assessments.

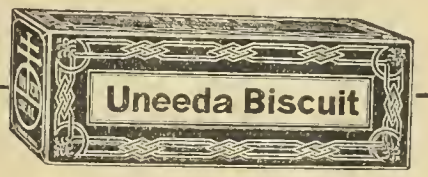
Plenty of Apples on Hand.

An inquiry relating to the quantity of apples in cold storage January 1, 1916, by the United States Office of Markets and Rural Organization has just been completed. Inasmuch as some cold storage firms have not reported, the report is not complete and the holdings as given are not considered as the total cold storage apple holdings. The information received shows that there are 9.8 per cent. more apples in storage this year than were in storage January 1, 1915. However, the barreled apple holdings on the first of this month show an excess of 27.6 per cent. over those of a year ago, while the boxed apple holdings are 28.4 per cent. below those of last year. During the month of December the holdings were decreased 12.7 per cent., the barreled and boxed stock moving at the same rate as compared with the original holdings. The corrected report for December 1st indicates that there were 13.5 per cent. more apples in storage at that time than were in storage last season. On January 1st this year there were only 9.8 per cent. more apples in storage than on January 1st last year. This indicates, the report says, that the apples have moved out of the coolers faster this year than last.

Consumer Confidence an Asset

QUALITY is a far greater issue today than it was years ago. One dissatisfied customer is a menace to success. The successful grocer knows this and therefore endeavors, by fair dealing and selling quality goods, to cultivate a spirit of confidence in every one of his customers.

National Biscuit Company goods enjoy the full confidence of American housewives. You can make this confidence one of *your* assets by keeping N. B. C. products well to the fore. Display them in your windows, on your counters and shelves—and their influence upon your sales will be well marked.



Uneeda Biscuit—the world's best soda cracker.

NATIONAL BISCUIT COMPANY

THERE IS A REASON

why we send our books by the thousands year after year to the same people all over the United States. They realize their merit. Inexpensive. All sizes. Indexed. Accurate. Will get the cash. Control the credit customer. Prevent losses, disputes and forgotten charges. Almost eliminate bookkeeping, hold your transient cash trade, etc.

F. O. B. Destination.

We want you with us. No charge for samples or literature. No obligation

FORBES INDEXED COUPON BOOKS

WE HAVE SOLD MILLIONS OF THEM

J. P. FORBES, Forbes Building, Coshocton, Ohio

No. 347.—The Remedy Against Employees Who Steal Private Data of the Firm.

Here is still another phase of protecting one's self, or failing to protect one's self, against dishonest employees who by reason of their positions, learn all one's business secrets and then go into business for themselves and use them. The letter of which the following is an extract comes from Baltimore, Md.:

> We do a wholesale business here, both by employing salesmen and by mail. We have endeavored to increase our mail order business for the last three years and have been very successful. We have a special list of mail order customers who are never called upon by our salesmen. This list has been built up during the last six years, and it has taken a lot of work, time and money. We have a card index system of the mail order people, numbering several hundred, and it includes all the information we have been able to secure about the buyers. This list is a very valuable one and we could not do business without it.
>
> In addition to this list we also have another list of our regular customers. These are the customers who buy through salesmen. This is treated much like the other, meaning that it is a card index, with notes giving data about the different customers, their financial ability and anything else we could pick up. This is also very valuable.
>
> Up to the first of this year we had in our employ a man who was a sort of jack of all trades. He would go out on some salesmen's route, when it was necessary, and he would act as store salesman, and also do work around the office. He recently married a girl of means, we understand, and is going into the same line of business for himself. We have accidentally discovered since he left our employ that he made a complete copy of both our card index systems before he left and evidently intends to use these names in his own business. We have taxed him with this, but he denies it. What is our legal remedy, or have we one?

As a general principle, no employee has a right, after he leaves the service of an employer, to employ against that employer the secrets obtained by reason of his former employment. Nothing is more firmly settled in the law than that, and yet in the very nature of things, the application of it is subject to sharp limitations. Take this employee referred to in the above correspondence. Of course he came to know, and he could not help it, that John Smith, of Washington, D. C., was a man who bought goods by mail and that at certain seasons he would want certain things. He carries information like that away in his mind, and nothing can prevent him from using it afterward in his own business, or for another employer. If his employer has not tied him up with a contract not to solicit the customers of the house when he takes a new job, he can go out and solicit John Smith, and use all the special information that he has obtained about John Smith, but not in any fraudulent way.

Bear in mind that this can always be prevented by making the employee sign a contract to let old customers alone for a certain period. But often that is not done.

So far the former employee can use his knowledge of the secrets of his former employer's business without interference, but copying private lists and taking them away with him is another proposition. Any court would instantly grant an injunction against him, forbidding him from using such matter. He could not possibly have any defense for doing such a thing except that the employer consented.

In several cases this difficulty has been encountered: the court granted the injunction and the former employee gave back the lists, but naturally retained in his mind some of the data from them, which he continued to use. Stopping him then was almost impossible, because he had a perfect right to solicit the business of the people on that list, and it was very difficult to fasten upon him any illegal use of information gained in his former employer's service.

There is but one way to get around this, and that is to make the employee execute a contract, in the beginning, to stay away from the old customers for six months or a year. But even if there was such a contract, and the employee lived fully up to it, he could still be restrained from using secret lists, or anything of that sort, afterward. In the absence of such a contract the employee is as free as air to do anything he can, short of fraud, to sell the firm's old customers himself. The house that does not realize this sufficiently to get the contracts I have described out of its employees, is living over a volcano every minute of the time.

(Copyright, January, 1916, by Elton J. Buckley.)

—

Question: B. B. Crompton, Wilkes-Barre, Pa.—Will you kindly inform me as to the legality of telling a customer who owes you a bill, that if he does not take steps to pay, you will place the account in the hands of his employer for collection. Would such a statement in the eyes of the law be considered a threat and thereby be illegal? If it is permissible, is there any particular form you would advise in presenting it to his employer?

2.—Also, will you kindly advise me if it is legal to advertise an account for sale, and if so, if it is necessary first to place it under judgment, or may simply a book account be advertised?

Answer.—If there is anything illegal in telling a debtor's employer that the debtor owes money, it is because it is slander if spoken and libel if written. We may not tell it about that a debtor owes us money, because the law says that it is defamation of character amounting to slander. It is not slander in Pennsylvania, however, to tell a debtor's employer that the debtor owes you money, if it is true, because in Pennsylvania slander is always a civil action, not a criminal, and the truth would be a good defense. You can legally threaten to tell a debtor's employer that he owes you money, and actually tell him if you have to. I advise seeing the employer whenever possible and talking it over verbally, rather than writing letters.

2.—It is legal to advertise an account for sale, but it is much safer to get judgment on it first. The reason is that when a judgment is obtained the time for the debtor to dispute the account is past. It is never past while it still remains an account, and if you advertise a owing to you a claim as to which the debtor has a really bona fide dispute, even though he has been tardy in coming forward with it, you will be in a bad mess, for you will have been guilty of libel.

—

NOTE.—Requests for information this department should tersely set o in full all the facts bearing on the ea and all questions should be careful framed to avoid misconstruction. Wri on one side of the sheet only. Lette should be received at this office n later than Tuesday of each week, to e sure an answer in the Monday's iss following. The signature and addre of the writer must accompany all i quiries, and will be published u less there is a request not to do so. A inquiries received will be answer without charge. Address all commu cations to Legal Editor "Modern Me chant and Grocery World."

We Only Use Poor Greek Curran

According to the United States Co sul at Patras, Greece, this country ne gets the best Greek currants and kn nothing about them. Almost two ye ago the Patras consulate directed tention to the fact that the United Sta purchased only lower quality curra While there has since been some i provement in this regard, the statem still remains substantially true. tween August 23 (the first day of new season) and November 30, 19 7,666 tons of currants were expor from Patras to the United Sta 6,598 tons of which fell within the f five grades, leaving only 1,068 tons all the higher grades combined. "choice Amalias" (fourth grade) pear to be the most popular with Am can buyers. The American market the reputation of demanding the qualities of foreign fruits in gen It calls for the best Spanish grapes, best Italian lemons, the finest Turk figs, the choicest Persian dates. is it that when it comes to the Gr currant the same market is satisfie import the lowest grades? Surely American consumer is ready to pa cents more per pound in order to se a really choice fruit.

PATENT
and Trade-marks procured promptly
—and properly in all countries—
Davis & Davis, Washington, D

They'll All Thank You

¶ Sell **Chase-O** and every woman who gets it will thank you after her first wash day. **Chase-O** is a laundry crystal that practically does the wash itself. Merely boil the clothes with soap and **Chase-O,** and the work is done. If you don't believe this, try it first yourself.

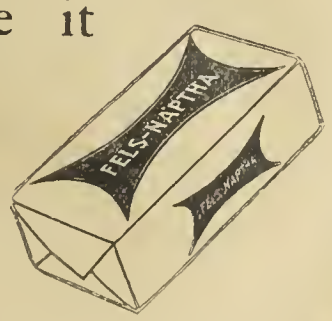
¶ Retails at 5 cents and never stops selling after it begins.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

The ultimatum

as to which soap, after all, rests with the good housewife who does the washing.

Her verdict must have been that the most work is done in shortest time with least effort by using **Fels-Naptha** soap. More women use it every year.



Fels & Co.
PHILADELPHIA

More Return for the Money

¶ **Wheatena** will pay you better for the work done to sell it, than any other cereal on the market, bar none.

¶ The general experience is, you may have to sell the first package of **Wheatena** to some customers, but after that you can sit down and take it easy.

¶ Packed and guaranteed quite different from the average cereal.

The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Assoc'n

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles — hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

"Get a Shave—Before you return to work," was the peremptory order given a clerk the other day. With safety's selling from 25 cents up, shouldn't a man feel ashamed to appear in a public store serving the most dainty foods with a three days' growth?

Set your alarm at shaving hour. Ten minutes will do it. Five ought to do it. You will get so that if you miss a morning you will feel only half dressed till lunch time. The nice thing about keeping clean is that it costs nothing. Now, when you get that shave, look down at your shoes and see if the face hasn't got something on the leather. A 10-cent box of 2-in-1 will last a month with hard labor. It isn't the saving we have in mind. It's the morning shine.

* * *

Selling Mackerel.—If you have the space and the proper background, show your mackerel up in the original barrel. Experience proves this to be the most effective display. But it isn't every store can place barrels so as not to jar on the surrounding goods or, indeed, on the store's general appearance.

Stone crocks are good—all even size, of course, representing about five sizes. Use a galvanized wire fork, but a nickel plated one is better. Turn your fish around so you can dwell on the meaty part, which, of course, is free from rust, but the back is the more attractive looking, especially when forked out of the clear brine.

Never handle mackerel with the bare fingers unless you are strictly confined to the fish department.

Push the No. 1s. This is the size that will give the best satisfaction and will make men friends of your store.

* * *

Know Cheese.—Because to know cheese puts you where you can confidently give your opinion on quality when stock arrives.

Men are the cheese eaters, just as they are the mackerel eaters. Both seem to be a man's dish. While good cheese is now bringing a big price, that is no reason why you shouldn't have the best, and you *will* have the best so long as you can show the buyer that you can sell it.

Nothing encourages a buyer more than to see clerks take a special interest in the goods he lands at the store, especially that class of goods which needs effort and tact and knowledge to sell.

Never be without your *snappy cheese*. Insist on having it. Sometimes it's at a premium; but premium or no premium—have it.

* * *

If You Were Country Bred—You know what pot cheese is. Ask the boss to write to your nearest creamery for a price on an 80-pound can. If you fail to get it write me. It's a dandy seller at 10 cents a pound, but it must be shown up in a large white, deep dish.

It's one of the many articles that is too "uncertain" for the Economy Stores to handle, so you needn't worry about deep cut competition.

Sugar Business Not a Public Utility.

The United States District Court at New Orleans has decided against the constitutionality of the recent statute of the State of Louisiana declaring the business of sugar refining to be a public utility and requiring the American Sugar Refining Co. to pay in Louisiana as high a price for sugar as it pays at any other point in the United States, the law not applying to other refiners, planters and buyers of sugar. The American Sugar Refining Co. instituted injunction proceedings against Louisisiana in the Federal courts. The decision was unanimous.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

ROYAL BAKING POWDER

Absolutely Pure

ROYAL BAKING POWDER is the most widespread selling brand of any baking powder in the world. This proves that it is liked by the greatest number of people, and is one good reason for you to push its sale.

Fully Guaranteed

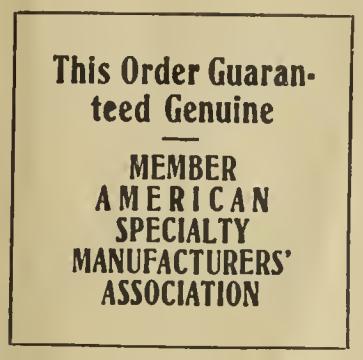
Another good reason is that ROYAL BAKING POWDER never becomes dead stock. It is constantly in demand, and year in and year out pays more and surer profit than any other baking powder you can sell.

Every grocer will find it to his advantage to keep a full stock of Royal Baking Powder always on hand.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"



Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

See What the Stamp Did for This Man

One important retailer in Eastern Pennsylvania said last week that for five years before the specialty stamps were adopted he never signed a specialty order at all.

"I never felt quite sure what was going to become of it," he said, or "when the goods would be delivered, for jobbers didn't like them. Therefore I didn't sign any."

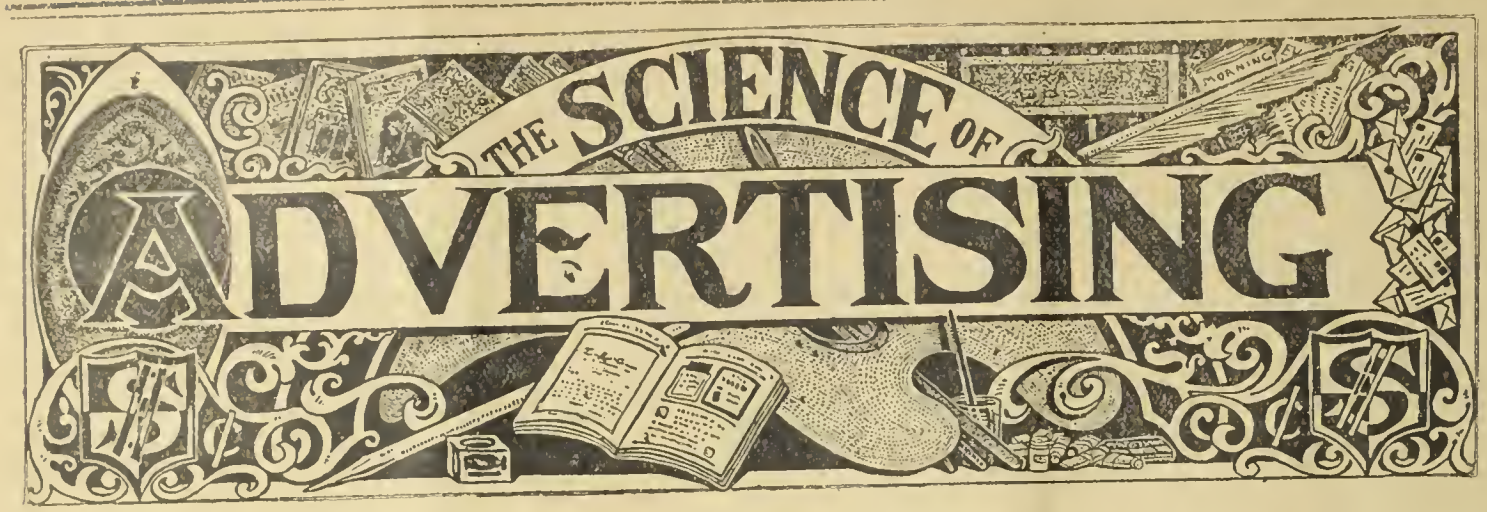
He signs specialty orders now, but only those with the specialty stamp on.

"I feel safe with the stamp," he said, "and the jobber will treat it like any other order when it has the stamp on."

There must be something in the specialty stamp when it can change a man's habits like that.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



From time to time I have discussed the mimeograph for retailers' advertising. Most readers hereof know that a mimeograph is a duplicating machine. With it you can have a thing written once on a typewriter and the mimeograph will make as many copies of it as you want. It is a sort of simplified printing press, and very handy. The advantage of the thing to the average retailer is the economy—you are entirely independent of printers; and the fact that the advertising it produces has much more personal a look than printed advertising.

* * *

The Kuhn Co., of Wilkinsburg, Pa., send me a copy of an advertisement which they recently used, and which was printed on a mimeograph. It was the size of a large letterhead and I am reproducing it here:—

October, 20, 1915.

WOODBURY'S FACIAL SOAP
Among the new goods arriving this week is a shipment of Jergen's Soap
Cut prices will prevail on the following varieties until further notice;
Woodbury's Facial Soap the cake 21 cents 3 for 60 cents
Geronian Bath Soap " " 9 " 3 " 25 "
Pumiss Hand Soap (large) " " 9 " 3 " 25 "

MAPLE SYRUP
Buttle & Harmon's Pure Maple Syrup complies with all State and Federal pure food laws. That is sufficient evidence of its purity, and if you will take our word, we would say that it is a very smooth, delicately flavored syrup and that it is very easy to take.
Pint bottle 27 cents, Quart tin 45 cents, Half gallon tin 85 cents.

COMB HONEY
A new lot of Grigg's Comb Honey has just arrived. The Government does not permit the use of the word "Clover" any more. It is asserted that the Bee might dally along the way and get some honey from the Rose or something. Of course anyone who knows about a "Bee Line" would repudiate such a thought. However Griggs's Bees are all instructed to only take honey from White Clover, and if you will buy a comb of this fine honey, you will see that it is made by very particular, clean and industrious Bees who do not stop until they have entirely filled the comb. Packed in cartons.
Comb Honey 25 cents, also in glass, 10, 15, 25, 45 and 75 cents.

CITRON
Torelli Citron comes from Italy and for quality it is in a class all by its self. The new crop is the finest we ever saw. Price no higher than last year. The pound 25 cents.

HOSTETTER'S DRIED CORN
To say that we have it is enough for those who know what it is; for the benefit of those who have not tried it, Hostetter's dried corn is made in Lancaster County from tender young sweet corn. It is an entirel different article from old fashioned dried corn. Less expensive than canned corn and tastes more like fresh.
Hostetter's Dried Corn the pound 22 cents, 5 pounds $ 1.00

BRUSHES
We would like to have you look over a new line of brushes the next time you are in the store. The lot includes Clothes brushes, Nail, Sink, Shoe, and Scrubs. Also Whisk Brooms of the finest quality.
A specially good Nail Brush each 10 cents.

CIDER CIDER
Our Sweet cider will be in this week. The cider mill man says that [illegible] it is very good this year.
One quart 13 cents, Half gallon 23 cents, Gallon 40 cents.

SEASIDE BUTTER CRACKS
A tasty crisp butter cracker packed in two pound tins. A good [illegible] for children. Special Saturday, the tin 28 cents.

The Kuhn Co.
WILKINSBURG, PA.

I think this is capital advertising. I should consider it almost certain to be heard from. Of course everybody knows that it isn't a personal typewritten letter, but it nevertheless has so much the look of it that the appeal is more direct than with printed advertising—very much more direct. I have always contended that the ideal advertisement, if the expense and work didn't make it impracticable, would be a typewritten letter, personally addressed to everybody you wanted to reach. Of course for many reasons that is out of the question, but here is something that is right next door to it—and costs less, I presume, than ordinary printed advertising.

* * *

In order to give the readers hereof some information, in this connection with the subject of mimeograph advertising, I have obtained some data about it. The flat-bed mimeograph is the simplest form of the mimeograph and can be bought new as low as $15.

This duplicator consists of a wooden frame in which the operator fastens the stencil copy. The frame is hinged to a wooden base covered with a blotter. The sheets to receive impressions are placed on the base, the upper frame containing the copy is brought down upon the base, and an inked roller is passed across the face of the stencil. Insert another blank sheet, etc. The outfit includes also ink, a dozen or so stencil sheets, a slate used in connection with inking the roller. The entire mimeograph comes in a box about 15 inches by 12, and 6 inches deep.

The copy may be prepared on a typewriter, using a stencil, of course, or a stylus can be used to trace the copy by hand.

An improved mimeograph is the rotary machine, which does much more rapid work a little better. This costs around $30.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Fine Dry Goods Business Reported.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale distribution of dry goods for the week shows a very large increase over the same period of a year ago.

Merchants are coming to market earlier than usual, reporting satisfactory holiday business, with their stocks well sold up.

Prices on practically all lines of dry goods are exceedingly firm.

Bill Aimed at Private Brand Again Appears.

Measure Introduced in House o Representatives Requiring Manu facturer's Name to Appear o Label. Would Chiefly Affect Pr vate Brands, Packed to Order fo Those Using Them.

Special Correspondence of "Modern Merchan and Grocery World."

Washington, D. C.,
January 20, 1916.

The old bill requiring the prin ing of the manufacturer's name o every package goods label has mad its appearance in Congress agai It is H. R. Bill 3097. It provide that the label upon each package o food shall state the name and ad dress of the manufacturer, pro ducer, canner or packer, and that may also bear the name of the di tributor.

A similar bill was introduced the last session, aroused heate comment, and finally died.

The present food law regulat statements as to character a quantity of contents but does n require that the label shall state t first source of the product. So lo as the distributor's name appea upon the label, he is primarily r sponsible for any fraudulent m representation of the article and subject to prosecution.

It is understood that the bill w be violently opposed, chiefly by c cerns using private brands, not tually manufactured or packed themselves.

Many wholesale grocery hou own valuable brands or tra marks identifying grades of f products—particularly can goods. In many instances, th articles are not packed in facto owned by the distributing whole house, but are prepared under c tract by various producers un the strict specifications and su vision of the distributor.

Under the terms of this bill, labels of these wholesale conc would be required to bear, in a tion to their own name, that of producer or canner by whom goods were packed under cont

Hon

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry g ods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can probably sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invinle Brand Chinook Salmon. This mon is guaranteed to be in a firstss condition. I would like very much dispose of it at 75 cents per dozen. trust that I may be able to do so ough your valuable column. Address E. J. B., care "Modern Merint and Grocery World," Philadela.

Offer No. 98.

We have a slightly used Underwood plicator, costing $35 when new, that will sell for $20, with about $5 rth of supplies thrown in at the $20 ce. T. J. CRITCHLOW, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular livery body, fine condition; will sell cap, as we have discontinued deliver-, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS, Prattsburgh, N. Y.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅛s, ½s and 1-pound tins; Chocolate, ¼ and ½-pound packages.

THE CUPP GROCERY CO., Johnstown, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. and if goods don't move in four weeks. they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Grocery buyer and manager seeks greater field; present contract expires February 1, 1916. Understands thoroughly the buying and selling of staple and fancy merchandise. Can write forceful advertisements and possesses ambition, youth and integrity. Address E. M. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 4

BUSINESS BUILDERS

PRINTED PENCILS BRING RESULTS!—Ever throw one away? Cheapest, most appreciated souvenirs. Sample. Greybill & Co., Lancaster, Pa. 7

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

BUSINESS OPPORTUNITIES

FOR SALE.—In nearby suburban town, beautiful meat and delicatessen store, doing a business of from $500 to $600 weekly and earning about $3,000 net profits yearly. One month's trial allowed or will submit proposition to any test buyer proposes. Stock and fixtures at inventory and $300 for good will. Investment will total about $2,300. Reason for selling, owner going to Southern California. Please don't take up my time unless you have the cash and mean business. Address B. G. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FOR SALE OR RENT

STORES.

FOR SALE.—Fine grocery and meat business in Northern Central Pennsylvania. Dwelling attached to the store, with apartments over same. Good reason for selling. This store does one of the best businesses in the city. Address Box 159, Williamsport, Pa. 4

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 (thirty-eight hundred) a month. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pa. 8

FOR RENT.

FOR RENT.—Floor and window space in the largest up-to-date general store in Manheim, Pa., for men's and women's ready made clothes. Apply to Box 225, Manheim, Pa. 4

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed. can be obtained direct.

Advertising Novelties.
A. C. Bosselman & Co., 248 Lafayette St., New York City.

Aluminum Cooking Utensils.
Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum. Co., Wooster, Ohio.

China.
Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.
Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.
Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.
Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.
Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.
Republic Stamping and Enameling Co., Canton, Ohio.

Games.
J. W. Hance Foundry Co., Waterville, Ohio.

Household Specialties.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.
Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.
Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.
Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.
Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.
Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.
Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.
Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.
Wm. P. Perkins, 118 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. JANUARY 24, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	16
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	11
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	13
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaccous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	17
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	16
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	16
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	15
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Cheese	12
Eggs	13
Beans	14
Premium Brand Hams	20
Empire Brand Hams	20
Lard and Compound, Swift's	20

DECLINES.

Sugar	1
Flour	13
Lentils	14
Skinback Hams	20
Breakfast Bacon	20

—1—

SUGAR.

	Barrels.
Cut Loaf	6.80
Eagle Tablets	7.30
Crystal Dominoes, 24 5-lb. pkgs	8.40
" 60 2-lb. pkgs	8.90
Patent Cubes	6.15
Confectioners' Lozenge	6.05
Powdered	6.00
Fruit Powdered	5.90
Dessert and Table, 2-lb. cartons, 48 lbs.	6.20
Granulated, fine or standard, McCahan	5.90
" " Franklin	5.95
" extra fine, bbls	5.90
" " 2-lb. bags	6.20
" " 5-lb. bags	6.10
" " 10-lb. bags	6.05
" " 25-lb. bags	6.05
" " 100-lb. bags	5.90
" coarse	6.00
Confectioners' Crystal A	5.90
A Confectioners'	5.80
A No. 1	5.65
A No. 2	5.60
Franklin B	5.45
Extra C	5.20
C	5.05

TEA.

	Per lb.
Formosa—	
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.22
First crop, about 28-lb. original boxes	.25
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.26
No. 1, extra quality, 20-lb. boxes	.28

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb cases—

	1 lb	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	57	.58
Green Label, I and C, Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C, or Mixed	.46	47	48
Sunflower, I and C, Formosa Oolong or Mixed	.60	60	.60

Red Label, I and C, 100 2½-oz. tins, per doz. .90

Sunflower, I. and C, Formosa Oolong or Mixed, 10c. 2-oz tins ..... per doz. .90

Sunflower, I and C, Formosa Oolong or Mixed, 3 lb tins ..... per tin 1.55

Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins ..... per tin 2 55

—2—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Lipton's Tea, 25 and 50-lb. cases—			
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.42½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

	Per case
Rumford Yeast Powder—	
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3 00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

	Per doz.
Mason's—	
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	85
Brown's Shoe Dressing, 1 doz.	.85
" Russet Combination, 1 doz.	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Caracas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16¼
Caracas, extra fancy, washed	20
Maracaibo, extra fancy	.17¾
Santos, Peaberry, extra fancy	15
Santos, extra fancy	.15½
Rio, Golden, extra fancy	.13¼
Rio, prime	.11¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ..... per box	4.15
Tomson-Hummels, tin, ½ gross ..... per gross	2 60
" Imp., ½ gross ..... "	2.15
Floto's, Improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ..... per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl ..... per bbl.	2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

	Per lb.
Tub Butter—	
Creamery specials	.37
" extra, 60-lb. tubs	.35-.36
" first, "	.33-.34
" second, "	.31-.32
" third, "	.29-.30
" dairy, extra, bakers' use, 30-60 lbs	.25-.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.33-.38
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.39
Awltru	.37
Milhen Farm, lbs. and ½ lbs.	.39
Honebe	.34
Star or S. D., 1 lb., 20-50 lb. bozes	.41
B. B., E. D., 20-50 lb. boxes	40
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.39
Sheaf ("400"), Elgin, 20-50 lb. boxes	.38
Sheaf	32-.36
White Rock	.40

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07½
Searchlight, hotel, 16s, 30 lbs	.06
Peerless, hotel, 16s, 30 lbs.	.08½
Bright Light, 16s, 30 sets to box ..... per box	1.60

JARS AND JAR RUBBERS.

	Per gross
Mason's—	
Half gallons	7.15
Quarts	4.95
Pints	4.70
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.70
Single lip, wide, 1 doz. cartons	.68
Acme, wide, 1 doz. cartons, 5 gross boxes	.42
" medium, 1 doz. cartons, 5 gross boxes	.38
	Per lb
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.25
" " medium	.25
Black rubber, medium	.24

25-lb. lots 1 cent per lb. less.

	Per gross
Jar Tops—	
½-gross boxes, no rubbers	1.80
Jelly glasses, fluted, bbls. 24 doz. ..... per doz.	.17

CATSUP.

	Per doz
Snider's—	
16 oz., 2 doz	2.40
8 oz., 2 doz	.....
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tobasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

	Per cas
Curtice's "Blue Label," Tomato—	
Small, 25 bottles	2.75
Medium, 25 bottles	4.25
Large, 12 bottles	3.25

—5—

CANNED GOODS.

aked Beans—
Ritter's ..... .95
B. & M., No. 2 ..... .95
Campbell's, 16 oz., tomato sauce or Boston style ..... per case 1.90
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Cruikshank's, No. 2 ..... 1.35
Heinz's, No. 2 ..... 1.40
Dog's Head, No. 3 ..... 1.25
Victory, No. 1 ..... .55
omatoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.15
ma Beans—
Standard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.50
ring Beans—
Standard, New York, No. 2 ..... 1.10
Extra fancy, New York, No. 2 ..... 2.00
Fancy, New York, No. 2 ..... 1.50
Standard, Maryland, No. 2 ..... .50
ed Kidney Beans—
Standard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .95
orn—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
Fancy, Maine, No. 2 ..... 1.25
Shoe Peg, No. 2 ..... .85
Whole grain, No. 2 ..... .75
eas—
Standard, New York, No. 2 ..... 1.15
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Southern, No. 2 ..... .75
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .75
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No. 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted Wisconsin, No. 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
ets—
Standard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
ccotash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .90
Fancy, Michigan, No. 2 ..... 1.20
garagus—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
Tips, No. 1 ..... 2.25
mpkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
inach—
Standard, Maryland, No. 3 ..... .95
ur Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

ricots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.10
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
rtlett Pears—
Extra, No. 3 .....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
tandard, No. 2½ 2.15
ite Cherries—
Extra, No. 3 .....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.50
tandard, No. 2½ 2.25
ches, Lemon Cling, Sliced—
Extra, No. 3 ..... 0.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
tandard, No. 2½ 1.50
ches, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
tandard, No. 2½ 1.45
ches, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
tandard, No. 2½ 1.40

Eastern Canned Fruits.

ples—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.75
ckberries—
n syrup, No. 2 ..... 1.35
n watsr, No. 2 .....
rries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
ches—
able, No. 3 ..... 1.35
conds, No. 3 ..... 1.15
e, No. 3 ..... .85
rs—
rtlett, Extra Standard, No. 2½ 0.00
silfer, syrup, No. 3 .....
" water, No. 3 .....
ms—
eavy syrup, No. 2½ 1.25
ght syrup, No. 2½ 1.00
berries—
aine, in water, No. 2 ..... 1.40
berries—
xtra preserved, No. 2 ..... 1.80
reserved, No. 2 ..... 1.60
water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz.	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.	1.50
" No. ½, flat, 4 doz.	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s.	15.00
" Soused, ½s, oval, 100s.	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s.	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.	15 00
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s.	.....
" Boneless, ½s, oval, 100s.	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s.	15 00
" Cod, 1-lb. round tins, 100s.	24.00
" " high oval tins, 100s.	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.	14.00
" " ¼s, Tomato Sauce, 100s	14.00
" ¼s, oval, Royans a la Bordelaise, 100s.	15 00
" Portuguese, Olive Oil, ¼s, skinless and boneless, 100s.	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100.	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz.	2.50
No. 2, 1 doz.	4.70
Hash, No. ½, 2 doz.	1.00
" No. 1, 2 doz.	2.25
" No. 2, 1 or 2 doz.	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz.	2.40
" No. 2, key, 1 doz.	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz.	1.85
" " large, 1 doz.	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.	.90
" No. 1, 2 doz.	1.85
" No. 2, 1 doz.	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No. 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz.	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.35
" No. 2, 1 doz.	9.15
" No. 2½, 1 doz.	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s. 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz.	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz.	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz.	6.30
Turkey, No. ½, 2 doz.	.....
" No. 1, 1 or 2 doz.	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—	Per doz.
Readymaid Concentrated Soups—	
Eleven varieties, 10¼ oz., 4 doz.	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 1s, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb. boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb. ..... per lb.	.20
Walter Baker & Co.'s—	Per
Premium, ½ lb., 12 lbs.	.29
" ¼ lh., 12 lbs.	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs.	.26
Auto, sweet, 6 lbs.	.33
Cocoa, ¼-lb. cans, 12 lbs.	.34
" ½-lb. cans, 6 lbs.	.34
W. H. Baker's—	
Best Cocoa, ¼-lb. size	.33⅓
" ½-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.26
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs.	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ½-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ½ lb. size, 6 or 12 lh. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz.	1.88
" ½-lb. tins, 2 doz.	3.50
" 1-lb. tins, 1 doz.	6.50
" 5-lb. tins, 1 dos. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 10-lb. box "	.40
" ½-lh. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lh. tins, 12-lh. box "	.37
" 5-lb. tins, 60-ib. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. hoxes	.38
Labelled Cocoa, ½s, 6 and 12-lh. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lh. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. hoxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lh. boxes, 12 boxes in case, ½-lh. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ¼-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lh. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. hoxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 hoxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. In box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box	per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box,	per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box,	per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Cbocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case		.3

Bensdorp's Royal Dutch Cocoa— 22 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	$6

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Cho- colate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
½ lb	.31	½ lb	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.48
20x30, "	.90
24x36, "	1.20

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.60
9x12, "	.70
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10

Toilet—	Per case
Extra quality, 100 rolls	5.75
Good " 200 "	4.95

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.33	.25
½ "	10M	.41	.29
1 "	8M	.53	.39
2 "	6M	.71	.52
3 "	5M	.84	.61
4 "	4M	1.08	.78
5 "	3M	1.24	.90
6 "	3M	1.54	1.12
8 "	2M	1.78	1.26
10 "	2M	1.98	1.48
12 "	2M	2.38	1.73
14 "	1M	2.65	2.20
16 "	1M	3.15	2.35
20 "	1M	3.45	2.62
25 "	1M	3.75	2.71

—10—

Flour Sacks, satchel bottom— Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ⅛ bbl	.70
49 lbs., ¼ bbl	1.40
No. 2, Manilla light weight—	Per lb.
12 in. rolls	.02⅜
15 "	.02⅜
18 "	.02⅜
20 "	.02⅜
24 "	.02⅜
Silk Fibre, No. 1—	
9 in. rolls	.02¾
12 "	.02¾
15 "	.02¾
18 "	.02¾
30 "	.02¾
24 "	.02¾
30 "	.02¾
Paper Towels—	
25 rolls, 150 towels each, with holder and basket per case	3.75
25 roll lots "	2.75

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.75
Gold (Tall)	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles	.10
Cocoanut Ripple	.11
Fruit Cookies	.20
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.09
Sugar Cookies	.10
Water Crackers	.08
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons	.17
" Butters	.16
Cocoanut Macaroon	.16
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.16
Sweet Marie	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

—11—

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz per doz.	1.40
" " with horseradish "	
" large, 1 doz "	2.00
" " with horseradish "	
Weln Senf, bbls per gal.	
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls per gal.	
" 15-gal. kegs "	
" 10-gal. kegs "	
" 5-gal. kegs per keg	1.75
" 2-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sitting top, 2 doz "	.46
" with horseradish, 2 doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, 37 less	.38
Sap Sago, 3 to lb cask, per lb.	
" " less than cask, "	.22
Roquefort 12 in case, "	
" less than case, "	.48
Parmesan, about 30 lbs loaf, "	
" less than loaf, "	
Edam, 12 in case case	
" single	
" in tin per lb.	
" 1-lb. tins per case	
Camembert, domestic, wood boxes per doz.	
" Autocrat brand, large "	
" " medium, "	
Sap Sago, grated, ready for use, 20-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase per doz.	
American Swiss, No. 1 loaf	.27½
" " less than loaf	.29
" square loaves, No. 1, about 25 lbs. each per lb.	.23
Limburger, No. 2 box and ⅛ box	.18½
" " less than ⅛ box	.20
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	18-.20
English Dairy "	.22½
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	2.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 2 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	2.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weigbt per lb.		
Weiner Wurstel, 16 in tin per doz.		
" 8 in tin "		
Imported Cervelat Sausage, Rolff's per lb.		
Imported Frankfurters per doz.		
Goose Breast, Imported, marked weight, per lb.		
Pate de fois Gras, small per doz.		3.00
American—	50 and 200-lb. boxes.	Less.
Cervelat (Circle S.)	.28½	.30
" (Diamond S.)	.27½	.29
" Peutonic	.24	.25
" Gothaer	.32	.33
Salami (Circle S.)	.28½	
" (Diamond S.)	.27½	
" (G. A. P.)		
Landjager, short per lb.		.35
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.18
Smoked Braunschwelger Liver Sausage "		.28
Lachs Ham "		.39
Petit Delicatess Frankfurters, plain per doz.		2.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Balogna per lb.		.20-.22
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage (special), truffle, goose or sar- dellen per lb.		.35
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.25
Milkers, Y. M per keg	

—12—

Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, fulls, bbls	
" " ½ bbls	15.50
Milkers, " bbls	
" " ½ bbls	
Marinirte Herring, imported, about 40 in pail	2.75
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry per lb.	.15
Matjes Herring piece	

Bismarck Herring.

Round tins, with key, pint per doz.	a 65
" " quart per tin	.42
" " 2 quarts	.75
" " 4 quarts	1.25
Roll Mops, 4-quart tin	1.30
" 2-quart tin	.75
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand per keg	
" 5-lb. pails per pail	
" 10-lb. pails "	
Cut Spiced, 10-lb. pails "	1.45
" 5-gal. keg per keg	
Russian, in glass jars per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per doz.	3.00
Original package per ½ bbl.	
Repacked, 5-lb. pails per pail	
" 10-lb. pails "	
" 5-gal. kegs per keg	
" ½-lb. flat tins per doz.	
" ½-lb. tall tins "	
" 1-lb. tall tins "	2.10

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	3.25
" pint jars per doz.	5.25
" large tumblers "	
" small tumblers "	2.00

Russian Caviar.

1-lb. tins per doz.	
½-lb. tins "	
¼-lb. tins "	
⅛-lb. tins "	

German Dill Pickles—Regular Size

60-gal. casks, about 2000 per cask	
50-gal. bbls., about 1200 per bbl.	9.50
15-gal. kegs, about 500 per 100	.80
10-gal. kegs, about 300 "	.80
5-gal. kegs, about 150 "	.80
10-lb. pails, about 50 per pail	.75

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks per cask	
48-gal. bbls per bbl.	6.00
10-gal. kegs per keg	2.00
5-gal. kegs "	1.25
10-lb. pails per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	
Spitzkugein "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins per tin	
" small tins "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2.50
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs per bag	
Green Kern per lb.	.3
Potato Flour "	.0
German Dried Pears "	
Dried Mushrooms "	
Juniper Berries "	.0
St. John's Bread "	
Bay Leaves "	.0

COTTOLENE.

Cases, small, medium or large cans	7.1
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 50 lbs.	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 doz per doz.	1.
" Club, 2 doz "	1
Red Edam each	1
Philo Cream, 1 doz. 10c. size per doz.	
Elkhorn Pimento, 1 doz "	1

—13—

EGGS.

	Per doz.
arby, candled and selected, 30 doz	.39
stern, selected	.38
lben Farm	.39
ltru, packed in cartons	.37

FANCY GROCERIES.

nond Staple Paste, 5-lb. cans ..... per lb.	.33
chovies, in oil, 6 ring bottle ..... per doz.	5.00
" " 3 ring bottle ..... "	3.25
pers, Nonpariel, ½-gal. kegs	1.25
" quart, glass ..... per doz.	7.50
" bottled, ¾ size ..... "	2.25
" " ½ size ..... "	2.00
" " ¼ size ..... "	1.20
iton Ginger, large pots, 6 to case ... per case	4.25
" medium, 12 to case ... "	4.50
" small, 24 to case ... "	4.25
erries in Maraschino, glass, 1 doz ... "	7.00
m Chowder, Burnham, 4 doz. 1-lb. per doz.	.90
" " 2 doz. 3-lb. "	2.20
rie Powder, pints ... "	3.60
" 4 oz ... "	2.40
" 2 oz ... "	1.40
nch Peas, extra fins ..... per case	21 00
Cann's Irish Oatmeal—	
-lb. cans ..... per doz.	3 00
-lb. cans ..... per tin	.65
-lb. cans ..... "	1.65
itley & Palmer's Petit Beurre Biscuit ... lb.	.24
" Dinner Biscuit ..... "	.33
" Breakfast Biscuit ..... "	.33
Packed 7 and 5 lbs. in a can.	
Pepper, ring, pints ..... per doz.	1.25
" " ½ pints ..... "	.60
, stone jars, 4 doz	1.75
odore Marquett Mushrooms—	
rst choice ..... per case	32.00
noice, 100 tins ..... "	30.00
otel, 100 tins ..... "	28.00
ffies, ⅛ ..... per tin	.20
" ⅛ ..... "	.35
" ¼ ..... "	.60
" ½ ..... "	1.25
mps, pickled, small size	1.10
Dunbar's, 2 doz ..... per doz.	2.75
in Cordial, Bisbop's, 1 doz ..... "	6.50
talized Ginger, 1-lb. tins ..... "	3.75
" ½-lb. tins ..... "	2.25
e Juice, Rose's ..... "	4.50
or Rose Water ..... "	2.25
Peach Water ..... "	2.25
ed Olives ..... "	5.25
Franco-American Food Co.—	Per doz
oths for invalids, all kinds, ½ pints, 4 doz.	1.40

BUILLON CUBES AND LIQUIDS.

ro Bouillon Cubes—	
r tin, 100 cubes	1.70
" 50 cubes	.90
r doz. tins, 12 cubes each	2.75
rko Clam Bouillon—	
-oz. bottles, 1 doz	2.00
-oz. bottles, 1 doz	3.75
ko Tomato Bouillon—	Per doz.
t bottles	6.00
art bottles	9.00
llon jugs ..... each	2.75
g's Oxo Cubes—	
48, 10c. size ..... per doz.	.85
108, 25c. size ..... "	2.00
ns, 100 cubes ..... per 100	1.65
our's Beef, Clam and Chicken Cubes—	
all boxes, 12 cubes, 1 doz	2.50
edium boxes, 50 cubes ..... per tin	.90
rge boxes, 100 cubes ..... "	1.70
our's Concentrated Bouillon—	
s, size 2, 1 doz	3.50
" 4, 1 doz	6.75
" 8, 1 doz	13.00
" 16, ½ doz	25.00
our's Tomato Bouillon—	
tles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5 ..... per bottle	3.00
ncy jugs, size 2 ..... per jug	1.25

EXTRACT OF BEEF.

	Per doz.
ur's Solid Extract of Beef—	
s, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
our's Fluid Beef Extract—	
tles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ota	7.50
Midas	8.10
Medal	7.50
lourne	7.25
op	7.90
lbury's Best	7.50
ener Idem	6.80
rl of the West	6.40
ham	6.30
rl Vell	7.50
u er	7.00
uSeal	6.60
y White	7.80
r er's Best	7.10
h Imperial	7.25

Prepared Flours.

	Per case
rilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3oz. 14-oz	1.44
2oz. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

er's Buckwheat, medium, 12s	1.56
Flap Jack Flour, 18s	1.50
Jerry Buckwheat, 36 2s ;	2.75
Pancake, 36 2s	2.60

—14—

Presto, 18 pkgs	1.60
Aunt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags ..... per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	5.15
Michigan Pea, new, bags about 2½ busbel ...	4.20
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 2 bushel bags	3.85
Lentils—	Per lb.
000000, 210-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s ..... per case	1.80
Pearl, 100-lb. bags ..... per bag	2.30
Grits, 100-lb bags ..... "	2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls ..... per bbl.	6.20
B, 100 lbs ..... per keg	3.25
Rolled Oats—	
Avena, 180 lbs ..... per bbl.	5.90
" 90 lbs ..... per keg	3.10
" 90 lbs ..... per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs ..... per case	2.50
Instantaneons, 50 1s ..... "	4.00
Colburn's Hasty, 36 pkgs ..... per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz ..... per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	2.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs ..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s ...	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s ..	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s ..	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free ..... per gross	11.00
Chalmer's Sbredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free ..... per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz ..... per case	1.60
Minute Gelatine, 3 doz ..... per case	3.75
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant; Wine Flavors: Port, Sherry, Madeira ... per doz.	.90

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 200 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	c4-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.12
Cubes or Elbows, 24 1	.....
Spaghettl, 25 1s	.....
Vermicelli, 25 1s	.12
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " No. 2, 2 doz	1.35
Freibofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 2s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghettl, 36 1s	.10
All styles, 10c	.07½
Noodles, ¼ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghettl, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4	400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5	550-650	20.00	10.60	5.50	1.25
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24 00	12 60	6.50	1.45
Extra Irish, No. 2	300-350	27 00	14.10	7.25	1.60
Medium Irish, No. 2	350-450	26.00	13.60	7.00	1.55
Irish, No. 4	400-450	25.00	13.10	6.75	1.50
Large Cape Shore	100-120	16.00	8.60	4.50	1.05
Med. Cape Shore	180-220	.....	.....	.....	.....

—16—

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab Splits	8.00	4.60	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4 10	.....	.....	.....
Shore, round, large	10.00	5.00	.....	.....	.....
" " medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5 50	3 35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers 2 doz	.90
Bulk, 15 lbs ..... per lb.	.18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
'Highland Beauty," 20-lb. boxes ..... per lb	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	.....
Gilt Edge, 40 lbs	.06½
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
Pollock	.....
Hake	.....
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

New Extra Scaled Herring ..... per box	.15
Boneless Herring, fancy 10-lb. boxes ... per lb	.10
Smoked Salmon, whole fish ..... "	.30
Smoked Bloaters, 50s ..... per box	.....
Finnan Haddies, 30-lb. boxes ..... per lb.	.....

FRESH FISH.

	Per lb	
Halibut	.10	-.15
Bass Native		- 15
Salmon, fresh	.11	-.20
Eastern Cod	.08	-.12
Croakers		-.06
Large Hake		-.11
Haddock		-.09
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel		-.15
Snappers		- 14
Eels		-.12
Rock Fish	.13	- 20
Lobsters		-.37
Flounders	.05	-.11
Large White Perch		-.15
Sea Bass	.08	-.10
Blue Fish	.17	-.20
Porgies		.....
Fresh Mackerel ..... each		-.30
King Fish		.....
Weak Fish	.10	-.17
Butter Fish		-.06
Steak Fish ½c. per lb. additional.		

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	- 10.00
" Culls	4.50	- 5.25
Blue Points		- 6.00
Rockaway ..... bbls.		- 5.50
" ..... boxes		- 5.75

CLAMS.

Pickert's, cans, No. 1 ..... per doz.		1.00
" " No. 2 ..... "		1.45
Clams ..... per M	7.50	- 9.50
Necks ..... "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size ..... per doz.	1.00

SEEDS.

Caraway ..... per lb.	.15
Celery ..... "	.37
Poppy ..... "	.30
Canary, bags	.08
Rape, bags	13
Hemp, bags	.04½
Millet, 50 lbs ..... per bush.	.50

—17—

DRIED FRUITS.

Domestic.

Apples, Evaporated—	Per lb
Choice, 50 lbs	.09½
" 25 lbs	.09¾
" 40 pkgs	.10
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.09½
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.08½
Fancy Muirs, 50 lbs	.07
Extra choice Muirs, 50 lbs	.07½
Extra fancy Muirs, 25 lbs	.08
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	15
Plums pitted—	
Fancy Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.13
Currants—	
Knighthood, 40 pkgs	.14
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.12
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.09¾
Hallowee, 70 lbs	.06⅞
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.10
50–60	.08¾
60–70	.08¼
California, 25-lb. boxes—	
40–50	.10½
50–60	.09¼
60–70	.08¼

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.20
California Seedless—	Per lb.
Thompson, 50 lbs	.10
Sultana, fancy, 50 lbs	.09½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08
" 3 crown, 50 lbs	.07½
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.08¾
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.....
Crystal, 40 pkgs	.09
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11¾
Valca, Thompson, 40 1s	.12

COCOANUT.

Dromedary—	Per case
48 ¼ lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ½-lb. pkgs	1.80
24 ½-lb pkgs	1.75
12 ½-lb pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs, 15 lbs	.29
⅛ and ½ lb. pkgs, 15 lbs	.28½
Baker's Premium—	Per case
120 5c. pkgs	4 40
60 5c pkgs	2.20
30 10c. pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	82½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, [illegible] per bottle	.50
Continental, red, 1 doz	.32½
" black, 1 doz per box	.67½
" Writing Fluid per qt.	.50
Royal, Black, 3 [illegible]	.25
Stafford, Commercial, 3 [illegible]	.60
Thaddeus Davids Co —	Per doz.
Electro Chemical Writing Fluid per qt.	.65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz	.40
Letterine, show card ink, 2 oz., all colors	1.00

—18—

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
			No. 1. No. 2.
Jumbo Chimneys, plain per doz.			.75 .85
" dec., 207 "			.90 1.00
		No. 0.	No. 1. No. 2.
Banner Burners		.40	.50 .70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

Banner Lye—	Per case
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 63 lbs	.08¼
Condensed, cartons 3 doz. to case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¼
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs, halves 250 lbs, quarters 125 lbs, eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs	.09¾
Charge for packages as follows 70 lbs. 60c., 35 lbs 40c. 18 lbs 25c Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28 lb. pails, etc	08
35 and 18-lb. tubs	.08½

Packages not returnable.

—19—

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	.....
Headlight, 150 test	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1 40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola (Corn Oil)—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2 per case	7.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¾-oz. cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

Beech-Nut—	Per doz.
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17½
Filberts, bales, about 220 lbs	.13
Brazils, large, bags, about 180 lbs	.14¼
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.15¾

—20—

Peanuts, Green—	
Jumbo	.06½
Fancy, hand picked	.05½
Virginia, choice	.04½
Peanuts, Roasted—	Per bush
Jumbo	1.70
Fancy, hand picked	1.40
Virginia, choice	1.05
Big Nickel 100 cartons	3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18.25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.00
10-gal. keg	8.50
5-gal. pail	4.35
Sour and Dill—	
45-gal. bbl., 1800s	17.50
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19.00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.25

VINEGAR.

	Per ga
Pure Cider, 45 grain	.13
" 40 grain	.12
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.09½
" 40 grain	.09
Beech-Nut, quarts per doz.	2.50
" pints "	.....
" ½ pints "	.....
Cruikshank, distilled, white per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.1[illegible]
" " 10–12 lbs	.17
" " 14–16 lbs	.1[illegible]
" Skinned Hams	.1[illegible]
" Cooked Hams	.2[illegible]
" Bacon	.22
" Dried Beef, insides	.27
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.1[illegible]
" Skinned Hams, 18–20 lbs	.19
" Picnic Shoulders	.1[illegible]
Hams, skinback, 18–20 lbs	.1[illegible]
" 14–16 lbs	.16
" 8–12 lbs	.1[illegible]
Picnics, 6–8 lbs	.1[illegible]
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.27
Brisket Pork	23.50
Jersey Pork, butt per bbl.	21.[illegible]
" family "	23.[illegible]
Breakfast Bacon, rib in	.1[illegible]
" boneless	.1[illegible]
S. P. Bellies, 14 lbs. average	.1[illegible]
Bologna, 25-lb. boxes	.[illegible]
Boiled Boneless Ham	.[illegible]
Beef Tongues, smoked, 5–6 lbs. per lb.	.[illegible]
Cooked Compressed Ham, 25 lb. boxes	.[illegible]

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.8[illegible]

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per
2 doz. 26-oz. cans	3.[illegible]
3 doz. 12-oz. cans	2.[illegible]
1 doz. 8-lb. cans	8.[illegible]

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per
Small	7
Medium	7
Large	7
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.[illegible]
Silver Leaf Brand Lard, kettle rendered	.[illegible]
Jewel, compound	.[illegible]
Cotosuet	.[illegible]
City Pure Lard—	
Tins, 50 lbs net weight per lb.	.[illegible]
Tubs, net "	.[illegible]
No. 10 tins 6 in crate	7
No. 5 tins 12 in crate	7
No. 3 tins 20 in crate	7
Compound—	Per lb
Tierces and tubs, about 340 lbs	.11
60-lb. tubs	.[illegible]
10-lb. tin pails, 60 lbs	.[illegible]
5-lb. " 60 lbs	.[illegible]
3-lb. " 60 lbs	.09

—21—

DRESSED MEATS.

	Per lb.	
ty Dressed Stock—		
Steers	.10	–.14
Heifers	.09	–.13
Cows	.08	–.11
Veal Calves	.14	–.16
Extra Calves	.....	–.18
Southerns and Barnyards	.10	–.13
City Dressed	.12	–.14
Extras	.. ..	–.16½
Sheep	.10	–.12
Extra Wethers	.....	–.13
Lambs	.15	–.16
Extra Lambs	.....	–.18
Hogs	.10	–.10¼

BUTCHERS' SUNDRIES.

sh Steer Tongues.....each	.....	–.80
w Tongues	.....	–.60
f Heads, scalded	.50	–.75
eetbreads, veal.....per pair	.75	–.80
" beef .....per lb.	.25	–.30
f Livers..... "	.25	–.30
f Kidneys.....per doz		1.25
f Livers		.10
tails .....per doz.		1.20
arts, beef.....per lb.		.05
lls, beef		16.00
derloin, beef, western		.22
sh Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

	Per lb.	
rkeys—		
Western, young hens, 8 to 10 lbs	.28	–.30
" young toms, 15 to 18 lbs	.28	–.30
ll hens and toms	.24	–.26
ommon to good	.18	–.20
ilers—		
hiladelphia, fresh killed, 3 lbs. and under to pair, fancy	30	–.32
hiladelphia, fresh killed, 3½ to 4 lbs. to pair	.30	–.32
hil delphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30	–.32
wls—		
Western, fancy, heavy	.19	–.21
leavy Roasters, 4 to 5 lbs	.21	–.22
air to good	16	–.18
ld cocks	.13	–.14
abs—	Per doz.	
rime, large, fancy	4.50–5.00	
ixed	3.00–3.50	
ark	1.75–2.00	

LIVE POULTRY.

ng Chickens, nearby, 1½ to 2 lbs	.20	–.22
ge Springers	.19	–.20
ls	.19	–.20
sters	.12	–.13
ks, young	.15	–.16
old	.14	–.15

PRESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
es—	
itter's, pure	.95
uit jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
himmel's, 8-oz. tumblers	.80
ational, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
erves—	Per lb.
himmel's pure, 12-oz. jars, 2 doz...per doz	1.60
ational, 30-lb. pails	.09½
uthwark, 30-lb pails	.06½
" 3-lb. toy pails .....per doz.	3.00
s—	
himmel's, pure, 10-oz. jars, 2 doz	1.40
thwark, assorted, jars, 2 doz	.90
ge Marmalade—	
artley's imported, 4 doz	1.90
himmel's, pure, 2 doz	1.50
h-Nut Brand Conserves—	

	Per doz., in glass		
s—	Large	Medium	Individual
rawberry	3 25	2.00	1.10
d Raspberry	3.00	1.80	1.00
ackberry	3.00	1.80	1.00
ach	2.25	1.40	.80
anberry Sauce	2.25	1.40	.80
ncord Grape	2.40	1.50	.90
um	.....	.....	.....
iced Plum	2.25	.....	.....
mson Plum	2.25	1.40	.....
es—			
d Currant	3.00	1.80	1.00
ack Currant	3.00	1.80	1.00
ince	3.00	1.80	1.00
ape	2.25	1.40	.80
ab Apple	2.35	1.50	.90
ple, Spitzenberg	2.25	1.40	.80
ava Jelly	.....	1.80	.....
erves—			
neapple, shredded	3.00	1.80	1.00
erry	3.25	2.00	.....
malades—			
ape Fruit	2.25	1.40	.80
abarb	.....	.....	.....
ange	2.20	1.35	.80

rge jars packed one dozen, medium two dozen ndividual three dozen per case.

—22—

Fruit Butters—	Per doz
Apple, Southwark, 30 lbs.....per pail	1.15
" " full 5-lb. slip cover tins, ½ doz.....per case	1.60
" Schimmel's, 30-lb. pails.....per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz .....per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz...per doz.	3.15
" Mother Cook's, No. 14, 2 doz....doz.	.85
Peach, 30-lb. pails.....per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent discount in gross lots assorted.

Alum .....per lb.		.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R.....per doz.		2.00
Bluestone, bulk.....per lb.		.12
Copperas	"	.02½
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's .....per doz.		2.80
" Pitcher's	"	.80
Carbonate of Ammonia.....per lb.		.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil .....per doz.		.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes.....per lb.		.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans.....per 100 lbs.		1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.		.35
" " 10c. size ... "		.75
Paris Green, 100-lb. kegs.....per lb.		.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size.....per doz.		.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls.....per lb.		.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls.....per 100 lbs.		2.50
" 100-lb. bags.....per lb.		.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz.	4.00
Bath Brick, 25 in box.....per box	.60
Sealing Wax	.03
Silver Sand.....per bbl.	1.20
Tar, pts .....per doz.	.....
" qts "	.....
" gals .....each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal.		.18
" ½ bbls., 28 gals .....per ½ bbl.		5.60
" kegs, 14 gals .....per keg		3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 20/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs .....per 100	.70
Kegs, 150 lbs.....per 100	.80
Granulated, 60-lb. boxes.....per box	.60
" Crystal Brand, 24 2½-lb. pkgs., per case	.80

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 60s		2.25
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s .....per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	kdry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16 oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5	3
Oak Leaf, Lautz, 24s	.75
" " 100s, 5 size	2.75
Soapine, No. 3, 100 10oz.	4.00
Pearline, 36 10c. pkgs	2.[illegible]
" 100 5c. pkgs	.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100 5 size	.75
Snow Boy, Lautz, 60 10c. size	2.40
" " 48 10c. size	3.75
" " 100 10c. size	3.75
" " 4 family size	3.75
" " 2 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	26
Tumeric	.09½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05
" less quantity		.05½
Cinnamon, Canton, fancy		.11
" Java, thin quill, about 5-lb rolls		.30
" Saigon		.55
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.25
" large		.28
Pepper, Black, original bags		.16
" less quantity		.17
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1 lb. pkgs	.07½
" " 126 lb boxes	.08¼
Duryea's, Superior, 3 lb. cartons	.06¾
" Satin Gloss, 1 lb. pkgs	.07½
" " 126 lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¾
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03⅛
" 40 1 lb. pkgs	.05¼
" 16 3 lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Pearline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.37½
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 2 oz., 1 doz, "	.30
Le Page's Glue, bottle, "	.80
" tube, "	.80
Royal Glue, 3 doz, "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	.12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.30
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.15
" 24 2½ lb	2.55
" 12 5 lb	2.50
" 6 10 lb	2.40
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c size, 4 doz	.94
Nuorlyn—	Per doz
No. 2, 2 doz	1.1
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	.9
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.70
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.50

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	2.90
7, "	3.15
6, Household	2.85
7, "	3.15
6, Monogram	3.35
7, "	3.60
Daisy	2.50

Washboards.

	Per doz
Single Zinc—	
No. 100, Northern Queen, Protector	.....
No. 101, Tidal Wave	.....
No. 123, Seal Globe	.....
No. 126, Ruby	.....
Double Zinc—	
No. 56, Red Cross Swing, Protector	.....
No. 80, Double Seal Globe, Protector	.....
No. 85, Double Stag, Wide Head	.....
No. 687, Double Leader Swing, Protector	.....

Buckets.

	Per doz
Painted, 2 hoops, flat	1.50
" 3 hoops, flat	1.80
Galvanized, 10 qt	.....
" 12 qt	.....
Indurated Fibre	2.40

Butter Dishes.

Wire ends, 1 lb, per 1000	1.45
" 2 lb., oval "	1.85

Clothes Pins.

5 gross, per box	.45

Mops.

	Per doz
O-Cedar—	
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15 00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per doz
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per doz
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	.....
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz
7X, 10c. size	.95
8, Gray, patent fibre	1.50
18, All horse hair	1.90
21, " white tipped	2.20

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.4
Piper Heidsick	.7
Spear Head	.4
Standard Navy	.4
Toddy	.4
Vinco	.4
Town Talk	.3

SMOKING TOBACCO.

	Per gro
Duke's Mixture	6.0
Greenback	6.
Honest	6.4
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ¼ gross	6.1
Wild Rose, ⅓ gross	6.1
Omega	6.1
Union Leader	6.
Red Man, ¼ gross	6.1

YEAST CAKES.

Magic, 1½ doz pkgs., per box	.5
Yeast Foam, 1½ doz "	.5

JAN 31 1916

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, January 31, 1916. No. 5

Don't think you can do everything your competitor does. You can't, any more than he can do everything you do. Never fail to take the personal equation into consideration.

Changing From Credit to Cash Discussed, With Various Side Lights, at a Subscriber's Request.

Cream of Rice Scheme the Latest to be Offered to Grocers. But Little Has Been Learned About It, But the General Plan is Condemned.

Well-Known Coffee House Gives Reasons Why Stevens Bill Should Pass. Hurts Only Predatory Cutters.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

In a Sanitary Package

The sanitary, dust-proof package has revolutionized food manufacture. The up-to-date grocer welcomes packaged foods because they are easy to handle, the turn-over is quick and the profit is certain.

Shredded Wheat

goes to the consumer in a sanitary package, and it goes to the grocer in a wooden case. It is the only breakfast cereal packed in odorless spruce wood cases, insuring cleanliness and purity. The case may be easily sold for 10 cents or 15 cents, thus adding to the grocer's profits.

Made only by

The Shredded Wheat Company

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

Women Will Thank You

¶ **Chase-O** is quite unlike any other washing help made, and can't be compared with any other. With boiling water and a little soap, it will actually do whole washes—gets rid of all the hard work. Women will thank you for introducing them to it—your own wife would. Sells for a nickel, and sells again and again. Look into it.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Are You Selling All Your Customers Cereals?

If **Wheatena** isn't a regular part of your cereal stock, you probably aren't selling cereals to some of your trade at all. They are apt to be your best trade, too.

Wheatena seems to appeal particularly to good, substantial, well-to-do people. They use it year after year—you never have to sell them. We guarantee it no matter whose hands it is in.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, January 31, 1916. No. 5.

lodern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

OCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
ate Exchange.

All Checks and Drafts payable to the Gro- World Publication Co.

n independent journal published ex- ively in the interests of modern mer- nts of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

bscription Rates, Including Postage, Payable in Advance:

PER YEAR

United States and Mexico..... $3.00
Canada 3.50
Great Britain and Continent of Europe nd Asia 4.50
le Copies ..... .10

Contents.

PAGE

s Man Wants to Change to Cash —What Would You Do?..... 4

l-Known Coffee House Thinks Stevens Bill Should Pass 5

orial 6
he Coffee Campaign and the Retailers.
bbers and the Chain Stores.
heap.

ng the Trade 6

th Reading and Remembering.. 6

New York Letter 8

y Department Says Butter Is Often Much Less Clean Than Oleo 8

PAGE

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 8

Who Knows of the Cream of Rice Scheme? 9

"The Stroller's" Column (Contributed) 10
What's the Answer?

A Criticism of Grocers Which Has Something In It 10

Selling Talks with Clerks 11

The Grocery Markets 12

Individual Market Reports 12

Legal Department 11
No. 348.—The Latest Victor Price-Fixing Decision Again Upsets the Law.

Correspondence 16

Pennsylvania Organization Notes .. 18

Science of Advertising 18

Subscribers' Bargain List 19

Want Department 19

"Modern Merchant and Grocery World" Prices-Current 20

Index to Advertisements.

PAGE

"Advertising World" 14

American Specialty Manufacturers' Association 17

American Sugar Refining Co..... 15

PAGE

Anderson Computing Scale Co., The 11

Babbitt, B. T..... 15

Baker & Co., Ltd., Walter..... 9

Baker, W. H.....Cover 4

Buckley, Elton J. 16

California Associated Raisin Co.... 9

Chase-O Manufacturing Co...Cover 2

Crescent Manufacturing Co..... 11

Davis & Davis 19

Dayton Moneyweight Scale Co..... 16

Fairbank Co., The N. K..... 11

Fleischmann's Yeast 16

Forbes, J. P. .....Cover 4

Harris Co., Wm. B..... 7

Hamilton Corporation, The..... 7

Heacock, H. F.....Cover 4

Heekin Can Co., The..... 5

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books.....Cover 4

PAGE

Kirk, Foster & Co..... 16

Knight Cooking Extract Co..... 9

Lautz Bros. Co.....Cover 2

Manufacturers' Representatives (Association of) 17

Mapleine 11

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 13

Nowland Co., A. C.....Cover 4

Philadelphia Electric Co..... 9

Rumford Chemical Works..... 5

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson..... 7

Star Egg Carrier and Tray Mfg. Co. 11, 15

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 13

Wilkinson's Sons, C..... 19

This Man Wants to Change to Cash—What Would You Do?

He Has to Meet an Economy Store and Thinks He Can Do It Better by Selling for Cash. The Whole Subject Discussed, With Experiences of a Grocer Who Tried It and Went Back and Another Who Has a Plan of Selling Both Ways.

The following letter from a New England subscriber is on the always interesting subject of changing from credit to cash:—

Waterbury, Conn., Jan. 19, 1916.
To the Editor.

Dear Sir:—I would like to have your opinion on a change from credit to cash basis, as I am considering making a change. I run a meat market and grocery and I am about to change my location from the main street where there are no intersecting streets to a junction on the same street, only about a block away. The more money the people have the more they seem to go to the cash stores. People are earning more in this city than at any time I know of during my 10 years in business. There is an Economy Store on our street where they mark goods very low, and lots of my customers go there when they have the money and come to me when they are short, so I consider it's time for me to catch up with the times.

Trusting you will give me your opinion through your valuable journal at your earliest convenience. Please don't publish my name.

Yours truly,
W.

Reams might be written about cash as against credit. It is a highly debatable question. Some retailers would not be willing to do a cash business, while others would not be willing to do anything else. Our own opinion is that whether a grocer should do a cash or a credit business depends first on the character of business he wishes to do; and second on the character of people he intends to sell. There is no rule equally applicable to all. We believe that it is not practicable to do a strictly cash business in the highest grade goods with the highest grade people.

The pros and cons of the cash business can be summed up as follows:—

ARGUMENTS FOR CASH.

1—You always have your money and always know where you are.

2—Selling for cash, you can buy for cash, which is advantageous in several ways.

3—Selling and buying for cash enables you to sell cheaper than could be done on a credit basis, the advantages of which are also obvious.

ARGUMENTS FOR CREDIT.

1—You can hold your people better. Cash buyers shop around a great deal more than credit buyers.

2—You can usually sell to a better class of people, who ordinarily will not pay cash no matter what the advantages.

3—You can sell more goods to the same people. People always buy more on credit than they do for cash.

4—You can get better prices.

5—If you select your customers from those you know are financially responsible, your money is as safe as if you had it in your hand.

If the need is to compete with an Economy store, there are two ways to go at it:—

1—Follow the Economy store by selling for cash, cutting prices and going after the same people they go after.

2—Sell a class of goods that the Economy store doesn't handle and go after a class of people who will not buy for cash at an Economy store.

We believe that in the majority of cases the second way will work the best, for in a sense it goes around the fight instead of going into it. It puts the store in a different class than the Economy store, and as much as can be done, frees it from the Economy store's competition. Are there enough people who will not buy from an Economy store, to make a trade? Without doubt there are in the average community.

The vice of the first method of competing with the Economy store is that after you have cut your prices, and put yourself on a cash basis, it is probable that even then the Economy store will be able to beat you, particularly if it is one of a chain-store concern which buys direct from the manufacturer. So that you may spend all your ammunition and still win nothing.

We have read hundreds of experiences by men who changed from credit to cash. Some have been favorable, others unfavorable. More of them have been favorable than unfavorable. We present here the experience of a retailer who tried cash, and who quit it in disgust after a few months:—

> We issued a lot of handbills, which we hired boys to distribute throughout our section of the town. We covered a region of perhaps eight or ten blocks square. These circulars were printed in red and black and announced our reason for making the change from credit to cash. They also quoted a lot of prices.
>
> Things started off with a rush. We did $250 worth of business the first day on the cash basis. It continued almost as good the second. Then it began to gradually slip away as the novelty wore off. We watched the prices of our competitor down the street and would meet or beat every price he was offering.
>
> Every two weeks we got out a printed list of our prices, which we distributed in our section of the town.
>
> We had a nice list of credit customers when we started in, but they gradually faded away. We couldn't hold their trade. Of course, we got some of them, but most of them were accustomed to buying on time and they went to the stores where they could continue to buy on time. The cash trade which came in was new business, and it was a very fluctuating business. Some days we would do $300; other days it would drop down to $50. This made it difficult to buy for our store intelligently. We could not anticipate our wants very accurately, as we do when selling to a regular list of credit customers.
>
> Things went along about this way month after month. We tried various ways to increase the volume of our business. We advertised in the daily newspapers, as the chain store competitor of ours was doing. It was very expensive and did not pay. Our most profitable kind of advertising was handbills and circulars, and these we issued every two weeks, as I have stated. We could trace immediate and definite results to our handbills; we could never tell that the daily paper ads. brought us anything.
>
> Our efforts to secure a material increase in our business were unsuccessful. We were, of course, able to cut down our expenses somewhat, but we had to cut down our profits still more. At the end of six months the partner whom I had taken in had had enough, so had I. He sold his interest in the store and quit, and I put it back on a credit basis.
>
> I am now working at rebuilding my credit business, but I have learned some things about merchandising by my experience with cash.

This retailer said his experience with the cash business taught him some things about the credit business.

1—Constantly watch credits and ask for references on all new customers. Look the references up before opening the account.

2—The expense of the average credit business is too large, meaning as to clerks and delivery.

3—It is questionable whether a strictly neighborhood store can do a cash business.

4—The credit store has a big advantage in emphasizing service which the Economy store cannot do nearly so well.

5—The actual saving which the customer makes by buying for cash is really very small.

He concludes his experience thus:—

> I am doing a more satisfactory business now than ever before in my history, and I expect gradually to get back my old list of patrons. I am not doing newspaper or handbill advertising, but am soliciting my old customers to come back by personal interviews. One by one they are coming. Some of them are probably gone for good, but I expect to get most of the ones I want. And when I get them they will stay.

Mr. J. W. Newberry, the well known California grocer, has recently devised a new plan of doing a credit business. He calls it "solution of the present credit problem," and describes it as follows:—

> It has been pretty well established in a retail trade that there is a certain percentage between a cash over the counter price and a credit and service price, and that difference has been variously estimated at 10, 12 and 15 per cent., and in using the lowest percentage as a starting point, we ventured to put our credit department on that preferential basis. That is to say, on January 1, 1916, we issued a circular which enabled us to quote net cash over the counter price (which prices would successfully compete with any mail order house, any department store, or so-called cut-rate grocery store), together with a plan which was sufficiently elastic to accommodate any credit customers in our city who wanted credit and service and was willing to pay the regular price for it.
>
> We first marked all our goods at a price based on net cash over the counter sale, and then just put in operation the old credit system upside down, which was our net price, with a stipulation that 10 per cent. would be added at the end of the month to all credit accounts and where ordered in quantities as designated in our delivery zone system governed by distance from the store. This is nothing new, it's just changing the system of having people who really want credit and service have their bill for same thoroughly itemized and have it so itemized as to show what they are really paying for credit.
>
> If the majority of people knew they were paying 10 per cent. per month for the credit and petty ordering on their living wants, they would do but a short time that which under the old system they have been doing for years with no advantage to the dealer and a loss to themselves.
>
> This upside down credit system relieves the credit man of a thousand excuses and explanations, for if a man must have credit, he knows the conditions and that it will cost him 10 per cent. per month and he will proceed with caution at least, and will try to know how he is coming out, in other words, he would, or should, think.
>
> If the mail order houses or department stores, or the so-called cut-rate houses, get our business, it's our fault and is because we do

not know how to meet their conditional prices. They sell for cash-over-the-counter-prices. Let us do the same and when we do extend credit and service, get the additional cost. So you can see that this old credit business just upside down does the business, and if we will just be honest with ourselves and our trade, they will see the justice of our contention. Is this not a key that will fit the present condition? What we want is the grocery business put on a sane basis, and when this is done then we can and will reduce the distance between the purchaser and consumer fully 20 per cent. of the present cost. It will take the co-operation of all the factors, the producer, consumer and the middlemen, and get our buying down to a cash basis, and we believe that a 10 per cent. a month presentation will be a notable factor and will do the work of clearing the situation of the annoyances of the present credit and service system.

Summing the whole thing up, we believe that we would change to a cash basis, in order to compete with an Economy store, *only* if we were sure we could stand the pace of the Economy store afterward, and only if there were not enough people available—the kind who would not patronize an Economy store—to make a credit trade for our store.

tten for the "Modern Merchant and Grocery World."

ell-Known Coffee House Thinks Stevens Bill Should Pass

gues That It Would Hurt Merely the Predatory Price-Cutter, and Would Help Everybody Else. Thinks Manufacturers Could be Depended on Not to Treat Merchants Unfairly.

We note that you are publishing tter in opposition to the "Stev-s-Ayres Standard Price Bill."

We will frankly say that, in our inion, this is a mistake, as we lerstand that the purposes of this islation are solely intended to de-ve dishonest advertisers who do possess, or are not content to y on their own good will and utation, as the power to use ndard articles of established ights and staple value which the sumer calls for by name as bait lure and deceive the public and injure and destroy smaller com-itors.

As we understand it, the Stevens-res bill is not intended for use marketing bulk or unbranded or dentified merchandise of any de-iption. The evil of predatory ce-cutting—the form of unfair npetition which the bill is de-ned to cure—is impossible on mmodities with the source and lity of which the consumer is familiar. No impression of gen-l cheapness of stock can be made cutting prices on such goods—ther is the Stevens-Ayres bill in-ded, nor would it be practical for purpose of marketing goods of ckly changing fashion or season-e value. The intelligence of re-ers as well as manufacturers ld prevent such use of the bill ess the contract between manu-urer and distributor provided for disposal sale uniform throughout the trade, under special schedules of prices filed in the same manner as the original and to be effective at stated times.

We believe that the Stevens-Ayres bill will inaugurate the square deal in merchandising to the mutual benefit of manufacturer, distributor and consumer. The cause deserves the support of all who believe in the competitive principle and who also believe that the great national and public interest is best served by competition in excellence of quality, rather than in price inducement.

* * *

New York, N. Y.,
January 26, 1916.

A copy of this paper's reply to the above is as follows:—

We have published some criticisms of the Stevens Bill, but they were nowhere near as numerous as the arguments we have published in its favor. In fact, for several months we have carried each week an argument by some factor in the discussion in favor of the passage of the Stevens Bill.

The purpose has simply been to hold an impartial discussion of the measure, both pro and con, and in the course of the discussion we have not hesitated to point out such defects as we considered the bill contained. With the general purpose of the bill we have always been in sympathy, but we believe it should be amended in ways we have called attention to, and as a matter of fact, it has already been amended along some of those lines in the revised bill which was introduced last week.

Where Others Can't Heekin's Can

For coffee crackers and other grocery products, our

Heavy Duty Steel Cans

are absolute perfection.

For Coffee they retain the aroma, bouquet, cleanliness and all the good qualities that go to make a perfect beverage. Size, 15½ in. x 20¾ in.

For Crackers they preserve the freshness and flavor, and furnish protection from dust, moisture and air. Size, 15½ in. x 27¾ in.

Painted any color; your name and address if desired.

Send for sample and see the quality.

THE HEEKIN CAN CO.

New Street and Sixth Avenue **Cincinnati, Ohio**

"Heekin Can Since 1901"

Trial by Jury for Baking Powder

A good way to convince yourself on the baking powder question is to give a sample of the leading brands, **Rumford** among them, to some good cook—your wife, say—and tell her to try them and say which is the best.

Trial by jury as applied to baking powder—we're willing to submit **Rumford** to it any time.

If you try this, you might say to your "jury" that there is nothing in **Rumford** but the nutritious phosphates, starch and soda, all of which add to the wholesomeness of the food.

Rumford Baking Powder has always been profitable merchandise to the grocer.

RUMFORD CHEMICAL WORKS
Providence, R. I.

WITH THE EDITOR

I note with interest that the big coffee people are about to launch a campaign in the interest of coffee. The aim of course is to increase the consumption, and some elaborate plans are in the making for this purpose. One of them is to present to consumers some data about the food value and the proper preparation of coffee—any arguments, in fact, which will induce consumers to use more coffee than they use now.

The Coffee Campaign and Retailers.

All of which is good. The "Modern Merchant and Grocery World" is in favor of the plan and will aid it all it can, without regard to whether it gets any advertising out of it or not.

But I have a word to say right now, and I have said it before in discussing similar enterprises—the success of the plan depends first on the intelligent co-operation of the retailer, and *second*, on the advertising and exploitation done. As a factor the advertising comes second, not first. The retailer should be taken into the plan from the beginning and shown how to co-operate with it.

The advertising to consumers may be depended upon to do good in three ways:—

1—It will induce some persons who have hitherto had a prejudice against coffee to use it. The grocer to whom they go to buy coffee, by his handling of their case and his advice as to what to buy, can put them in the regular coffee drinking class, or can put them back where they were before the advertising convinced them.

2—It will induce some present coffee users to use coffee more freely. Again, the grocer can help or hinder by watching this tendency and cultivating it, or by ignoring it and letting it die.

3—It will induce some persons to use a better coffee than they have been using. This would be a good thing for everybody. Intelligent leading and selection by the retailer at this point will harvest this, or the lack of it will allow the seed to die unwatered in the ground.

This campaign *cannot* have its full measure of success unless the retailer helps in it, and the retailer, who is pretty busy holding his end up, will not give it the attention that he could unless a systematic plan is adopted of getting him in the plan and keeping him in it.

The Stevens bill, which aims to give manufacturers the right to fix the retail prices of trade-marked goods, has been amended, and in a way which shows the American Fair Trade League to be insincere. It has all along contended that one of the best things the Stevens bill did was to prevent discounts for quantity. The buyer buying 100 cases would have to pay the same price as the buyer of one case and this, said Secretary Whittier, of the League, was in the protection of the small merchant. Because I criticised certain portions of the bill, Mr. Whittier has accused me of working in the interest of department stores and large retailers, who are the people wanting quantity prices. It tickled him to say that and didn't hurt me, so I have paid no attention to it.

Cheap.

The Stevens bill has now been amended, with the consent of the American Fair Trade League, so as to permit discounts for quantity. What about that, Mr. Whittier? Who is working now in the interest of department stores and large retailers?

This change of front strikes me as a bit cheap. Doesn't it show that the manufacturers who compose the American Fair Trade League really care for nobody in this thing except themselves, and that in order to quiet opposition and get through the provisions that help *them*, they will readily sacrifice the very provision which they have been loudly crying was in the interest of the small retailer?

The New York wholesale grocers are sitting up just now and taking a great deal of notice of the chain stores, which continue to multiply over there like the green bay tree. In an address before the recent convention of the New York Wholesale Grocers' Association the secretary, Nelson Gray, spoke as follows on this subject:—

Jobbers and the Chain Stores.

> The rapid growth of the chain store and buying exchanges, especially in the metropolitan districts, should have your prompt attention and careful consideration. It is folly to think that these new factors in the food trade are only temporary and will fall of their own weight. The chain store is a legal as well as a business proposition, and, under the management of competent business men, has proven not only practical, but profitable, and has the indorsement of a majority of the manufacturers.
>
> The question that confronts the wholesale grocer is, not how to prevent the chain store, but how to adapt his own and his retail customers' business to meet the conditions these new factors in the distribution of the food products are causing. While the chain store diverts a great volume of business that should go through the wholesale grocer, their owners invest their money in them, expecting adequate returns for the investment.
>
> The buying exchange, incorporated or otherwise, is a different proposition. In the buying exchange the retailer invests a small sum, not with the expectation of getting his returns from this investment, but expecting to get the jobbing profit on all the goods he may buy during the year. As the buying exchange cannot exist without the consent of the manufacturers it is up to them to say how long this class of trade shall be allowed to compete with the legitimate jobber.

Can the jobbers do anythi effective against the chain store Not directly, that seems clear. Mr. Gray states, chain stores a legitimate and as long as peop want to invest money and brains them they will go on. If the jo bers could induce all or most the manufacturers to refuse to s to the chain stores direct, it wou hamper the latter a good deal, b they could never do that. First b cause the businesss is big and t manufacturers want it, and secon because they are afraid of t monopoly laws. Almost none the manufacturers refuse to-day, could be persuaded to refuse, to s chain stores direct.

Why don't the jobbers meet cha stores by helping their custome meet them? If a jobber could g into a town where some little groce was struggling to meet an Econom store, and show him how to do better—that would be constructi work that would tell.

In the last paragraph of M Gray's remarks, there is an implie threat against manufacturers wh sell retailers' co-operative buyin exchanges. The threat is empty Manufacturers will not refuse t sell these organizations to-day, fo the same reasons that control the as to selling chain stores.

Worth Reading and Remembering

Teach your clerks to be careful of appearances. Clean faces, clean hands, and finger nails. Well-kept hair. Clean linen and shoes are more important than good clothes.

Talk to your clerks about manners. Teach them the value of politeness. Impress on them that courteous, polite clerks attract trade.

Show your clerks how to wait on customers. Tell them how customers are lost by inattention. Accommodating clerks mean much to the success of any business.

AMONG THE TRADE.

Some of the friends of Jam P. Curry gave him a farewell di ner at the Bellevue-Stratford Saturday night.

—

Herbert H. Brown, trading P. F. Brown & Co., succeeded i completing the settlement with hi creditors during the week and th business was turned over to him Monday. The main trouble wit the Brown business, which own the "Gurnse" and the "Millbe Farm" brands, was that its busines was too heavy for its capital.

¶ When you make up your mind to use the "Sperry" Service you give your business a chance to grow. New trade needs no introduction to a store which gives the Standard American Discount.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

"Like the Last" When There Is No Last

¶ When you order Java Coffee of your jobber, you probably say "send like the last." Often the jobber hasn't any like the last. The last is gone. He has matched it the best he could, but having neither the best buying facilities, nor any keen realization of the value of absolute uniformity, his match is not perfect.

¶ The chance is that you change your grades every time you buy. Is that good for your Coffee Department?

¶ The difference between buying that way and buying ***Harisco Standarized Coffees*** is that with the latter "like the last" will mean like the last—absolutely like the last. ***Harisco Standardized Coffees*** are kept uniform to the last degree.

¶ The failure to consider this point may be what's ailing your Coffee Department.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—Ed.]

No. 12.—By J. D. Luckenbill, 3868 Folsom Avenue, St. Louis, Mo.

Take our best advertisers to-day; they advertise their article like those which have been referred to heretofore. They will spend thousands and thousands of dollars advertising their product, and they want to put up the very best article that can possibly be put on the market for the price. They sell those goods to the retailer with the understanding that he is to get that price off the consumer. The consumer is willing to pay the price. He wants to get his money's worth, and is willing to pay for it, as a rule, in the large majority of cases. But some of these cut-throat concerns will come into the neighborhood; they will get hold of a few of those articles; they will advertise them at a ridiculously low price; they have killed the reputation of that product in that neighborhood for years to come.

The man who has spent his lifetime in building up a good product and has advertised it and has educated the consumer to use it and to understand that it is a good article, this consumer, by seeing this article sold at a ridiculously low price, lower than a legitimate retailer can buy, gets the impression that the retailer has been robbing him or that the article is not what it used to be. In consequence, the legitimate retailer has, in order to protect himself, got to quit handling that article if the cut prices continue. The consequence is that everybody loses—the manufacturers, the newspaper man, the retailer: everybody clear down to the consumer.

This bill helps the retailer and the consumer in regard to damaged goods. Take cereals. If we have a line of cereals on our shelves which have become damaged, we have authority under this bill to demand of the manufacturer that he take those goods off our shelves at the price we paid for them. If he refuses, then we have the right to sell those goods at any price we can get if we notify the manufacturer that they are damaged. But we can do that in the open business. On the other hand, if we want to close up our business or sell out, then we can transfer the goods the same as we do now from the dealer to the purchaser at any price we see fit. It protects the retailer. It stands to reason, in the ordinary channels of business that any manufacturer who has spent years and years and lots of money in advertising his product, would be glad of the opportunity of taking back the goods at the price the merchant paid for them rather than see those goods slaughtered on the open market and kill his reputation. There are very few manufacturers but will exchange their goods to keep the quality up. It is the idea of the legitimate manufacturer to protect the public and to protect himself and the retailer and make his business a permanent business, and in order to accomplish that it is his policy to be on the square and give everybody a square deal, and when he does not do that his business begins to go back.

The purpose of the bill is to prevent fire sales and cut prices. For instance, if I get a lot of cereals on hand and those cereal packages become dirty, or the goods stale, naturally I would want to get rid of them. You know in one neighborhood, even in a city—take for instance our own town on the south side—Kellogg's goods are practically the only corn product that is a seller. Up on the north side they sell Egg-o-See. If I get Egg-o-See down on my side of town I have a hard time selling it. If the weather is damp, those goods are not fresh after you have had them on hand five or six months. They are not fit to sell; not fit to be used and should be returned; and in order to keep the retailer from selling those goods out, that really are not fit for food, at 5 cents a package, or at any price, to get rid of them, he would return them to the manufacturer and get his money back.

Dairy Department Says Butter is Often Much Less Clean Than Oleo.

Issues Bulletin on the Oleo-Butter Conflict Which is Considered Strong Blow for Former.

Touching the old conflict between oleo and butter, the Agricultural and Industries Department of the State of Alabama has just issued a special bulletin on butter which has made the trade all over the country sit up and take notice. According to the bulletin, butter, generally speaking, is nowhere near as clean a product as oleo.

We have obtained a copy of the bulletin and present the following conclusions from it:—

1. That Federal and State laws imposing burdensome restrictions on oleomargarine should be repealed so that, (a) those who need and desire this cheap, wholesome food may have it, in forms that please the eye and taste, and (b) the peanut and cottonseed producers may have the enlarged markets for their nutritious and sanitary products to which fair dealing entitles them.

2. That Congress should enact a law subjecting interstate commerce butter to some adequate inspection and supervision for the protection (a) of the consumer against disease spreading food, and (b) of our well-inspected and humane local dairymen against the unfair competition of the greedy, uninspected interstate dairymen.

3. Butter and oleomargarine are now both being put into neat cartons by the manufacturers. If both were put up under the supervision of the Government and sealed with a Government stamp, which it should be unlawful for anyone to break except the consumer, extensive substitution of the one for the other would be impracticable, so disease and fraud would both be materially lessened.

4. In view of the nutritious and wholesome qualities of peanut and cottonseed oil in the various forms of human food to which they are adapted, and in view of the adaptability of our soil and climate to the cheap production in large quantities of these forms of food, the masses of our people should lay aside the prejudices which have hitherto restricted them, and should increase their daily use of these highly desirable foods, thus promoting their own health and enlarging the market for these Southern products.

The reason the Alabama Dep ment has gotten into the con versy is explained in the bulleti follows:—

Under the law no substance c be received into, nor can the fi ished produce be turned out of t oleomargarine factory, until mark "inspected and passed" by a Go ernment inspector. But the powe ful Dairy Trust of the Middle We has been able to secure much r strictive legislation by both Feder and State Governments against t manufacture and distribution oleomargarine; and they have no published a bill which they propo to introduce into the next Congre for the purpose of still further r stricting the manufacture and u of this food product.

From high authority this Burea is advised that, if this proposed b should be passed, peanut and co tonseed oil would both be pract cally excluded from use in t manufacture of oleomargarine.

The New York Lett

Chain Tea Store Floating Mo Stock. The Coffee Public Campaign. Guatemalan C fee Being Exploited. Alas Salmon Feels War. Mark Summary.

Special Correspondence of "Modern Merch and Grocery World."

New York, January 28, 191

Some interest has been aroused h by the offering of some of the P ferred stock of the Jewel Tea Co. chain store concern, organized un the laws of New York State. T price asked is $125 per share, and stock offered is 7 per cent. cumulat preferred. The concern has seve hundred stores and claims to have ma during the year ending December 1915, $1,464,273.38. Its profits the y before that were $941,672.39.

* * *

The St. Louis convention of the N tional Coffee Roasters' Associat adopted a resolution authorizing Executive Committee "to arra through the proper committees for extended and sufficient research of c fee and such measures of publicity it may deem expedient, also to ad means for accumulating the necessa funds for this purpose." The Exe tive Committee at its December me ing gave this subject very earnest careful consideration and appoin from its membership a sub-committ consisting of Messrs. Ross W. W president; F. J. Ach and Geo. Wright, to proceed with the work.

The committee, together with Charles Lewis, chairman of the as ciation's Publicity Committee, recen held a meeting in this city for the p pose of formulating some definite p of procedure. With a view to enli ing the co-operation of the green c fee interests in creating the necessa fund for promoting the coffee public campaign, the said committee invi the members of the green coffee tra of New York to a meeting on Janu. 14th in the New York Coffee Exchan the use of which was kindly tender for the purpose. The meeting was w attended, some 50 representatives of t green coffee trade being present, a was considered very successful. T proposition presented by the commit was favorably received, and a comm tee of two, consisting of Mr. W

ayne, Jr., head of Wm. Bayne & Co., d Mr. Carl H. Stoffregen, of Steinender, Stoffregen & Co., was apinted to represent the green coffee ade of New York to work with the asters' committee in the handling of is big problem. The green coffee inests in other distributing centers will o be invited to participate.

Reports from Mr. Louis R. Gray, o de Janeiro, Arbuckle Bros.' repsentative in Brazil, indicate material -operation from that source within e next few months.

It is the purpose of the committee to gorously push the matter and it is be hoped that in the near future they ll be in a position to actually start e work.

* * *

The report of the Alaskan Packers' sociation, which was made during e week, shows a sharp falling off in ofits as compared with the previous ar. The Alaska Packers' Associan controls the production of Alaska mon. Figures show that in 1915 the ofits were $559,299, as against 39,689 in 1914. The association in its planation blames the war. Some of e particular reasons were: lack of nsportation facilities, almost prohibe freight and exchange rates and the sing of the Panama Canal.

The association says that contrary to neral impression, none of the warg governments have purchased ned salmon in any large quantity. ie association also says that prices the lower grades of salmon became moralized in 1915 and were sold by ny packers below cost.

* * *

A peculiar page advertisement apared in the "Journal of Commerce" Wednesday last. It was apparently advertisement of Guatemala and also of its President. In the course of the ad. Guatemala coffee was exploited, claim being made that Guatemalan coffee is really the highest priced coffee in existence and that the United States consumers know nothing about it because here we use blended coffee largely and the Guatemala bean is simply used in connection with that.

SUMMARIZED MARKET CONDITIONS.

Tea steady, without change. India-Ceylons in good demand at full prices. —Coffee fairly steady, but Rio and Santos not more than that. Demand only fair. Milds quiet and steady. Javas firm. Mocha unchanged.—Sugar quiet but firm. Refiners have plenty of raws for several weeks' use. The average quotation is 4.77 cents. Refiners all asking 5.85 cents for granulated.—Canned tomatoes unchanged and firm. Futures moderately active. Corn and peas unchanged, both spot and future. —Domestic sardines strong at recently reported advance. Stocks light and situation healthy. Salmon firm, with stocks low.—Prunes about unchanged, with market weak. Some holders willing to shade. Apricots and peaches firm but quiet. Currants strong and dull.—Wheat firmer on cold wave report in the West.—Flour firm at about 25 cents per barrel advance for the week. Buyers taking stock for wants only.

Consider this the best investment I make aside from paying my church obligations. Hope the money will do you as much good as your weekly journal does me. Yours for a bumper 1916.—W. K. Myers, Gardners, Pa.

Who Knows of the Cream of Rice Scheme?

Another Stock Jobbing Deal With the Cream of Rice Retailing at Fifteen Cents and the Stock at Seventy-five Cents. Company Not Listed.

The latest scheme offered to grors is stock in the "Cream of Rice o.," of Chicago:—

———Pa., Jan. 20, 1916.

To the Editor.

Dear Sir:—We inclose stamp for nswer to a little matter of importance to us. What can you tell us of the Cream of Rice Co., 119 W. Madison street, Chicago, Ill.? They are packing a product selling at 15 cents per package retail, that promises to be a good thing, and also selling stock at 75 cents a share, par value $1. What do you think of the thing? It might prove a good thing, and they tell us they are started all right. We will inclose some of their advertising for you to read. Please tell us frankly what you think about it.

Thanking you, we remain,
Yours truly, * * * *

The Cream of Rice Co. is not en listed in Bradstreet's. The ents for the sale of stock, H. L. urber & Co., of Chicago, are well own stock promoters. The prodt has not been advertised to conmers at all, so far as we have en, and the staff of this paper, miliar with almost every food product, had never heard of it until the receipt of the above letter. Evidently the scheme is to sell stock to so many grocers that their sales alone will make a business.

We are against all these schemes which comprehend selling stock to a grocer and thus tying him up to sell a product for which there may be no real field in his store. For every one that pays him anything, there are ninety-nine that never pan out at all. When he invests money in such a scheme, he sends it completely out of his sight, out of his reach, out of his control. It may come back, but he will be utterly helpless if it does not.

It is *never* good for a dealer to be in a position where he is compelled to sell a product, no matter whether good, bad or indifferent, or whether he has any demand for it, merely in order to enable him to come out whole on a stock speculation.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

Registered, U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Everybody Knows Them

KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT Cooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

What's the Answer?

You chaps that hang on my slightest word have noticed that I ain't had a lot to say about advertised goods. It ain't that I ain't thought a lot about it—everybody's thought a lot about it. It's the big question, take it from me.

There ain't a bit of doubt that it's easier to sell advertised goods than it is to sell goods that people don't know anything about. That stands to reason. But that ain't the whole thing by a jugfull. It would be easier to sell Royal Baking Powder at 2 cents a can than to sell it at 10 cents a can, but that don't mean it's a good thing to do, does it?

I saw a friend of mine working and sweating to sell some unknown soup last week—him and his whole store. It made me do some thinking.

Seems he bought three cases of canned soup from a jobber. It was the jobber's private brand and he bought it on some sort of a deal.

"That's the best tomato soup I ever had on my table," he told me. "My wife said she never tasted anything like it. But I can't sell it. Nobody ever heard of it and they all call for some advertised soup. What am I going to do?"

"You know the retailer can sell anything," I said. "That's what some people say. Why don't you go to it?"

"How?"

"Why, sell it, that's all," I said. "I can't tell you anything about selling goods."

"By George, I will!" he said. "I'll sell that soup! I've got to sell it!"

Then he told his three clerks before me to get right on the job of selling those three cases of soup until it was gone.

All right. Fine.

I was only there a few minutes so I didn't see how it worked out—not the whole thing, anyway, but I did see one thing. A woman came in and the boss waited on her. She was a regular customer and knew everybody and everybody knew her.

She read off a good long order with two cans of tomato soup on it. She wanted an advertised brand. There was the chance, all cut out.

"Mrs. Patterson," said the boss, "I've got a new tomato soup here that I want you to try. I had some for dinner last night and I never tasted anything like it. My wife says—"

"But why should I change?" said Lady Patterson. "We all like ———— soup. I'd be afraid to give my husband anything else. Why should I change?"

"I think this is better," said the boss.

"But we don't need any better," she said, "we're perfectly satisfied with what we have. Is this any cheaper?"

"Well, I didn't expect to sell it any cheaper," said the boss, "but I'll let you have this for 9 cents."

"No, I don't think so," she answered. "A penny doesn't make any difference. I think I'll just keep on with ————'s. Much obliged all the same."

Say, that "much obliged all the same," was some joke, wasn't it? Thanking him for turning him down! Gee!

Now I want some of you crack-a-jack salesmen to tell me what you would have done then. I can get around hurdles just as well as the next one, but take it from me, I wouldn't have anything more in my bag after that. I know a turn-down when I see one, and I saw one then.

Mam Patterson left her order and went out.

"Well, old man," I said, "you done noble, but it wasn't a go, was it?"

"I don't need you to tell me that!" he said, real snappy. "Tell me how I can sell that soup and you'll be doing something."

"I'll tell you how I expect you'll sell it," I said. "Some day after you've boned all your customers and found 'em all satisfied with what they have—although you'll sell a few cans that way; no doubt about that—you'll empty out the rest in a pile on the table out there and put a sign on 'em, "a nickel a can." Maybe before they all go, the sign'll be changed to read "three cents a can! Oh, you'll get rid o 'em sometime!"

"Not on your life!" he sai "Know what I'll do—I'll make t jobber take 'em back, that's wh I'll do. I simply can't sell the stuf Although I do say it's the best t mato soup I ever ate."

Something coming to the jobb now. I'm sorry for that little o brand of tomato soup. Good as can be, but nobody wants it. Yo can't *push* it on people.

What's the answer? You ca search me. I don't know.

I heard another customer of mi trying to sell some private bran once, not long ago. It was to a old man, who got peeved.

"What are you trying to d Sam?" he said. "I don't wa anything but what I ordere What's the matter—aren't you mak ing enough on that?"

Fine! Bully! Makes a cha feel so comfortable and so satisfie with himself.

What's the answer? You ca search me. I don't know.

THE STROLLER.

Written for the "Modern Merchant and Grocery World."

A Criticism of Grocers Which Has Some thing In It

New York Contributor Says Grocers Should Eschew U profitable Goods, and Points to a Class of Availab Substitutes.

We are interested in your editorial, "A Misstatement," page 8, issue of January 17th. We support Mr. Shepard's statement of what we deem a fact, viz., that a manufacturer's success does depend in having the retailer satisfied with his profit. If this is not true in the case of Cream of Wheat or consumer-nationally advertised goods, then your remarks condemn such goods and properly so. At the same time they support Mr. Shepard, although you say otherwise, because it is a well known fact that five hundred articles are not so advertised to one that is, thus procuring their distribution by the hand of the satisfied dealer.

Every advertiser in your pages is striving to make pleasant business relations with dealers that shall be satisfactory to them, and satisfaction to distributors is the basis of all permanent trade.

It must be quite time for dealers to throw out any goods not providing them sufficient profit whether advertised or not. It is also time for your subscribers to add to the lines such goods as pay them suitable profits.

For instance, the writer knows of a good kitchen beater. It cost the dealer $2.80 cents a dozen, r tails at protected price of 35 cent Your subscribers do not handle thi probably considering that the hard ware merchants should not be e croached upon, while they consid the business on egg beaters is goi to the 5-and-10-cent store. Th very place to sell this article is grocery stores where the wom come, as is done in the far We where it is only necessary to sho the article to sell it and make per cent. on the purchase price.

Another thing is a small ste clothes line reel. Your subscribe don't handle it, though they do s clothes lines, but anything of met they consider belongs in the hard ware store. Women buyers of gr

ry and hardware stores are about the proportion of 25 to 1. Profit the same on this article. Should ɔt your subscribers handle such ings as this, and is it not worthy your efforts to induce them to ke on meritorious goods that pay em suitable profits for their work, ther than to have those profits ven the national magazines and ken out of the dealer?

There is much talk about the conmer in considering the Stevens ll. That is starting at the wrong d. Unless manufacturers can ake suitable profits there will be goods made—no reward for inntion, and no smoke from the ıcks. Unless distributors can make suitable profits there will still be no sale of goods—there cannot be. So in rotation, we first have the manufacturer, the various distributors and, last of all, the consumer, who must be asked for fair prices only, but those prices necessarily carrying suitable profits to his predecessors. Is not this the fact?

LAVERN BORDWELL,
President United Royalties Corporation.

New York City, January 27, 1916.

Enclosed please find check for two years' subscription for your valuable paper, which I surely would not be without.—Jos. Levy, Baltimore, Md.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

As to the Drummer.—Twenty years ɔ a young New Yorker used to make New England territory selling ves and olive oil, but olives were his theme and pet special. The writer s at that time running a line of atty" ads. in the Hartford "Times," l to get hold of this olive man on ry trip was like receiving a new ve lesson by a specialist. In reality was because "Dave" Volk knows this it from seed to picking. From such rces of information the ads. were lt.

* * *

By the same token, as we Irish-Amerns say, there are many such specsts on the road—splendid fellows, o not only know their line thorghly, but seem delighted to share ir information with you when so uested.

Coming into contact with drummers a privilege that many of you boys the smaller towns enjoy. Make the t use of it. Cut out the foolish ry telling and the light conversation ich is irrelative to business.

Not long ago a coffee expert called. wanted to see the kind of people were and the kind of store we rked in, to which his firm made so ny shipments. We made him open and tell a lot about Maracaibo, Boa, Santos, Mexican, Arabian Mocha, erior Java, and so on. It was a ofitable visit for us and no doubt an eresting one for him.

* * *

If your mind is one of inquiry you l find that the older you grow the re eager you will become to fill that nd with things worth knowing.

Only this afternoon three grades of as were cut for the inspection of a hotel buyer. "Why," said he, "I like these large size peas best and the price is the lowest. The flavor seems so much more natural than the others."

Now, then, just for a starter, will you ask your employer or one of the canned goods drummers whether this is so, and why? It's an interesting answer.

* * *

But an answer all the same that you in turn may be glad to know when a similar question may be put to you to-day or to-morrow. Even if the question isn't put, it can be worked in in your sales talk.

And just think of the variety of foods we handle and how comparatively little we know of their selection and their production. Yet in the big, big majority of cases the fault is our own. We're not seekers. We don't talk enough. We're just content to skim along on the surface of things, taking pot luck, which too often means no luck at all. Great as was the master mind of W. E. Gladstone, it is related that he never failed to ask a question of his men servants as soon as he met one. Small wonder it was when one day Mike Dunn said to his fellow workmen, "What does he know at all, at all."

* * *

The question habit by no means suggests ignorance, but rather the effort to rise above ignorance, and thus fit ourselves for higher work.

It is just as unreasonable to think you can go ahead in your business without study and hard work as it was for you to get 100 per cent. in geography without pouring over your atlas and locating the rivers and mountains, seas and lakes.

Ask the drummer.

You have a steady seller in GOLD DUST

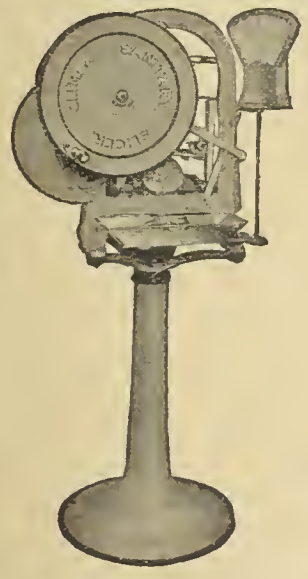
Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent.

Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order

THE N. K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"



You Should See This Slicer Figure Up the Price

¶ You can get the **Climax Computing Sanitary Slicer**—the meat slicer that weighs and computes—mounted on the pedestal shown in this cut, or without the pedestal. Also with or without the scale.

¶ The **Climax** is the only slicer that computes. It is one of the most remarkable machines on the market—the very sight of it working is an advertisement for any grocer's enterprise. Write

ANDERSON COMPUTING SCALE CO.
ANDERSON, INDIANA

MAPLEINE

is a steady seller—there's no other "Mapley" flavor *just as good*—that is a point worth remembering.

ORDER FROM

WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburg, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

WE NEED SALESMEN

High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

The Grocery Markets

Tea.

The tea market shows no change for the week. Everything is moving out satisfactorily. A good demand is reported for all staple lines at about unchanged prices. The undertone is quite steady.

Coffee.

The coffee market is unchanged for the week. The advance reported a couple of weeks ago seems to have been checked and the heavy undertone is more in evidence now than it was at that time. Brazil is still finding it hard to get shipping and this is all that keeps prices even steady. Rio 7s are steady to firm, but Santos 4s are perhaps a shade lower than a week ago. Milds are in fair position and the situation is steady. Java is firm at prices somewhat above normal. Mocha unchanged.

Sugar.

The sugar situation is stronger. The average quotation for raws during the week has been 4.77 cents, which is due to the fact that Cuba has sold largely for early delivery, both to the United States and Europe. There is also some interruption still with shipping, and the immediate outlook is firm. All refiners are asking 5.85 cents for granulated The domestic beet granulated people have withdrawn from the Eastern market, but there is considerable of this sugar about, selling 20 points below the ordinary refiners' prices.

Fish.

The fish market shows no change for the week. Mackerel rules about the same, with but slight fluctuations and comparatively small demand. Cod, hake and haddock are unchanged and quiet, and the warm spell of the week did not stay long enough to seriously affect the situation. Domestic sardines are firmer and some packers are asking an advance. Imported sardines still scarce and firm, without change. Salmon is in excellent condition. The demand is good for this time of the year and stocks are not excessive. Everybody reports scarcity of tuna fish. No prices on the new pack have as yet been made.

Dried Fruits.

Prunes, peaches and apricots are holding their own, but the demand is not at all active. Raisins are dull, with the exception of the seedless varieties, which are in excellent demand at full prices. Currants are unchanged.

Canned Goods.

The tomato market is unchanged, with a fair demand for spots, but quite an active demand for futures. Future prices seem reasonable, as the best the packers are figuring is an advance of 10 cents a dozen on the cost over last year. Corn is selling freely, both spot and future, and is firm, with slight advances on some grades. Fancy shoepeg is practically off the market. No price has yet been named on Maine corn, with the probability of still higher price than last year. Peas are selling very freely, the consumption having increased quite materially. Prices remain unchanged. Baltimore goods are in seasonable demand, with no changes worthy of note.

Beans and Peas.

Peas are dull on the spot, although indications point to an advance in primary markets. California lima beans are moving slowly at unchanged prices. Green peas and split peas are in fair demand, with no change.

Butter.

The very unseasonable weather has interfered with the demand for the top grades of butter and the market is steady at 1 cent decline from a week ago. Undergrades remain steady and unchanged. No further change is expected in the immediate future. The make is about normal for the season.

Eggs.

Fresh eggs are beginning to increase and the quality arriving is averaging fancy. The market is ruling to-day about 2 cents per dozen lower than a week ago. The market is steady on the present basis of quotations and the future price depends entirely on weather conditions.

Cheese.

The cheese market is firm at about ¼ cent per pound advance over last week, with a normal consumptive demand and a good export demand. The stocks are reported to be less than they were a year ago. No change from the present basis of quotations is looked for.

Provisions.

The demand for everything in the smoked meat line is light, at prices ranging the same as last week. Pure lard is steady at about ¼ cent advance, while compound is having a good consumptive demand at ⅛ cent per pound advance. Barreled pork, canned meats and dried beef are steady, with a moderate demand at unchanged prices.

INDIVIDUAL MARKET REPORTS.

Standard Canned Goods.

Increased buying of tomatoes for future delivery is the strong feature in this market, and the outlook is favorable for a still larger demand. The orders for them are coming from those markets that always buy here, as well as from large Western markets that do not come here to buy "futures," especially in the month of January, excepting when it is to their advantage to do so. The activity in future tomatoes commenced right after the first of the year and the orders have increased each week in size as well as in number. When the big can manufacturers published their list of higher prices for the 1916 deliveries, and the advance in empty cases and all the others items became known, there was immediate action in "future" tomatoes. The tomato growers demand for the 1916 crop an advance over last year's price, and they will obtain it. In fact, many canners are already signing up contracts. It is important, we believe, for the buyers to be careful to see that "the man behind the contract" this season is reliable, and financially responsible for the performance of his part. We offer those same brands that you have handled satisfactorily in previous seasons.

Spot tomatoes are strong and fairly active, with no indications of yielding in price. On the contrary, the trend is toward a higher range of prices. The volume of business done in tomatoes during January will put many good-sized lots in line for prompt consumption, and to that extent help to reduce the visible supply. Intending buyers may feel safe in buying tomatoes for prompt delivery. Shipments can be made in refrigrator cars with little or no risk of the goods freezing on the road.

Sweet potatoes were again active this week and the prices advanced, with strong indications of going higher because of lighter offerings. They are worth immediate attention. Spinach is also worth attention; look after it now if wanted. If half of the inquiries for spot corn result in buying orders, that article will become active. The demand this week for the other vegetables was light and there were no changes of interest.

Fruits of all kinds were dull this week, excepting for some better buying of pears of the different grades. There is very seldom any demand here for canned fruits during January, excepting for small lots to piece out broken stocks, and this month is no exception.

The over-due spell of cold weather arrived last week, but did not last long, though it caused higher prices for raw oysters and a firm market for cove oysters, with an increase in the demand.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Evaporated Apples, Etc.

There is no change here in the local evaporated apple market, shippers reporting a very light volume of business. The evaporators are firm holders, however, and this prevents any decline in prices. The export situation does not improve, and this is keeping speculators from buying.

Prime quality in 50-pound boxes is offered in carload lots at 5¾ to 6 cents; choice, 6¾ to 7 cents, and fancy, 8½ to 9 cents.

C. C. HALL.
Rochester, N. Y.

Imported Fish Specialties.

In spite of the approaching Lenten season, which, by the way, is very late this year, Holland herrings are selling only in a small hand-to-mouth way, just because they are so very high in price. The same thing may be said of Scotch herrings, but herrings of desirable quality are few and far between. Norway herrings continue to sell in a regular way, although the trade is not falling over each other to buy large quantities —also on account of high prices.

There has been no improvement in the Norwegian mackerel trade. There has been a much better demand, and if the present demand continues the stocks of this year's Norway mackerel will very soon be cleared, in spite of their high prices.

There is an excellent demand for sardines of all kinds—French, Portuguese and Norwegian, and stocks are being cleared rapidly, and it will not be long before none of the old stocks will be left for sale. Of course, new goods from France cannot be had, very little is coming forward from Portugal, because they are having no catch at the present time. In Norway, where anticipated that prices for sardi would decline, on account of the En lish restrictions on the sale of sardi and other preserved goods to Germa and Austria, the situation has chang unexpectedly, because Russia has co in as a buyer, and, naturally, as lo as the packers in Norway can dispo of their goods at those high prices Russia, they are not over-anxious make lower prices to this country, a at the present asking prices, we simp cannot import the goods, because could not sell them at the prices whi they would calculate.

STROHMEYER & ARPE Co
New York.

Spices.

The market not so active this we though most articles are in fair d mand. Stocks here are narrow and t question of futures has become ve uncertain. Ocean freights have aga advanced to rates never before hea of.

Pepper.—Firm in all grades and fairly steady demand for spot goo The attitude of the Government holding up shipments of peppers, pri cipally in Lampong, has been very mu criticized by those in the trade.

Red Peppers.—Are steady, but u changed in all respects.

Cloves.—Are selling quickly on a rival. Spot stocks are unusually sma

Pimento (Allspice).—In fair dema at generally unchanged prices.

Mace.—Exceedingly scarce for grades. Prices are somewhat higher.

Nutmegs.—The increasing dema has had a tendency to harden pric in all grades. Stocks here are unu ually small and we look for high prices on all sizes.

Cassias.—Very firm in all position Prices, while unchanged, are likely go much higher. Stocks are unusual short.

Gingers.—Better trade demand a fairly active. Higher prices are no being quoted by English holders.

Tapiocas.—Steady, fairly active, b generally unchanged.

Paprikas.—While unchanged in pri the tone is firmer. This is due to hig er import cost and higher freights.

Seeds, Herbs, Etc.—Are general firmer and higher, especially caraw coriander and mustard. There is co siderable uncertainty as to the import tion of seeds and herbs. The situati is a critical one and very high pric are possible under existing condition

McCORMICK & Co.
Baltimore, Md.

Stevens Bill Amended.

Under the title "To protect the publ against dishonest advertising and fal pretences in merchandising," Represe tative Dan V. Stephens, of Nebrask during the week reintroduced in t House of Representatives the origin Stevens-Ayres Bill, with a number important amendments designed meet the views of many friends of t measure. The new bill specifically pe mits discounts for cash and for qua tity and for all allowances and rat covering cost of transportation. final, new paragraph exempts sales libraries and other public institution There are also drastic provision against the use of the privileges of th bil in connection with any monopoliz product or one concerning which the is any combination between manufa turers. The latest tally shows 2 members of the House in favor of th legislation. This is but nine less tha a majority.

Why don't you ask your customers about nationally advertised brands? Tell them you're interested in knowing whether they are the best merchandise to handle and you'd like them to tell you how they feel about it.

Hold a little vote on the subject. If your customers tell you *they* consider them good merchandise, then something must be very wrong if you still consider they are not.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.
A. C. Bosselman & Co., 248 Lafayette St., New York City.

Aluminum Cooking Utensils.
Aluminum Products Co., La Grange, Ill. (tf)
American Aluminum Mfg. Co., Lemont, Ill.
Buckeye Aluminum Co., Wooster, Ohio.

China.
Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.
Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.
Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.
Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.
Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.
Republic Stamping and Enameling Co., Canton, Ohio.

Games.
J. W. Hance Foundry Co., Waterville, Ohio.

Household Specialties.
United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.
Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.
Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.
Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.
Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.
Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.
Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.
Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.
Wm. P. Perkins, 118 Nassau St., New York City.

No. 348.—The Latest Victor Price-Fixing Decision Again Upsets the Law.

The latest decision in the Victor Talking Machine fixed price case reverses what was previously the law, and rather completely changes the aspect of the subject of price-fixing on patented articles. Unless the United States Supreme Court reverses this latest decision, any manufacturer of a patented article or preparation can distribute his product in such a way as to absolutely fix and preserve the retail price at the figure which he makes.

I made some reference to this case, as it then was, in May, 1915. At that time the first decision had just been given. The facts briefly were these: The Victor Talking Machine Co. devised a plan of selling its machines and its records which it believed would give it complete control over wholesale and retail prices. The Victor concern had of course patented its machines and its records. Everything, in fact, about its whole enterprise is tied up with patents. Every machine and every record had printed on it a notice that they were not sold, but that the Victor Company merely licensed the right to use them. The title to both machine and records remained in the Victor until the patents expired. This "license" could be revoked the minute somebody—buyer or licensee, whichever you like—broke the Victor Co.'s rules, the most important of which was of course the rule to sell at a fixed price. And if the price was cut the Victor Co., under its contract, could go in and take its goods back.

The "license to use" was granted upon the payment to the Victor Co. in the beginning of a sum which the Victor Co. called a "royalty," but which corresponded exactly with the price charged both for machine and records.

Macy & Co., the New York department storekeepers, cut the price of Victor records, and the Victor Co. promptly revoked their license to sell and demanded the return of all unsold goods on the ground that breaking the price condition constituted an infringement of its patents! Macy & Co. resisted, and the Victor Co. then applied to the United States District Court in New York for an injunction, damages, etc., to prevent Macy & Co. from continuing to cut prices. The court decided in favor of Macy & Co., saying that inasmuch as the Victor Co. had collected the whole royalty in the beginning, instead of in installments like royalties are usually collected, it showed that it was after all not a license, but a sale, and being a sale, the Victor Co. could not interfere with the retail selling price.

Had this decision stood, it would have practically made manufacturers of patented products, in spite of the monopoly which the law gives them, helpless against the attacks of cutters, unless they wished to go to the extraordinary trouble and expense of constituting dealers their agents instead of selling them outright. The Diamond Match Co. tried this but gave it up on account of the tremendous detail which it involved.

This decision has now been upset by the United States Circuit Court of Appeals, which decides that the royalty scheme is not a subterfuge, that the Victor Company intended to retain control of its products and its prices, and that its plan of selling is sufficient to do that. I have obtained a copy of the decision and reproduce enough of it to show the court's view:—

> This case presents the familiar one of the manufacturer of a patented article undertaking to extend its use and at the same time regulate the terms and conditions under which it shall be used. It seeks to accomplish this in part by a written contract entered into between itself and every so-called licensed dealer to whom it delivers the possession of instruments or records. This need not be recited, as in substance it is the same as a so-called "License Notice" which is attached to a conspicuous part of every machine. This notice varies only in the statement of the amount of royalty, which of course is different for different types of machine.
>
> A study of these various documents leads to the conclusion that complainant has undertaken to avoid making such a sale of its machine as would permanently pass it beyond any further control by itself. We think it has succeeded in so doing; this is not a sale outright, or a conditional or restricted sale, or any sale at all.
>
> Under the authorities the owner of a patent who manufactures machines under such patent can give the right to use to whom he pleases upon what conditions he may choose to impose. Some of those conditions may involve pecuniary return, such as royalties, rentals for fixed periods, specified lump sum compensation for the whole period. We do not see why he may not give to one person a more restricted right to use than he does to another.
>
> For each one of such machines the person to whom a right to use the same is granted and a machine delivered, to be by him used, shall pay a lump sum, which varies with the type of machine.
>
> This is called a royalty; in effect it is a payment in advance covering use for the entire term—down to the expiration of the last patent. During such term, the restrictions as to parts, integrity of notice, needles, records, etc., are in force and the manufacturer reserves title in itself. Of course, when the patents expire no such restrictions could be maintained and, therefore, when that time comes any licensee (or user) in whose hands a machine may be and who has faithfully observed the conditions, shall receive full title to the same.
>
> The documents are long and complicated, but it seems to us that this is what they provide for. We do not know why, under the law and the authorities a patentee may not thus dispose temporarily of the use and ultimately of the title of a machine made by him and protected by his patent.

I regard this as one of the most important decisions yet made on this subject, because it opens the way for every manufacturer of a patented product—and perhaps of a trade-marked product also—to make his distributors take his goods in such a way that they do not get title, and having no title, they are obliged to sell at prices which the manufacturer dictates, because t are still the manufacturer's goo In other words, it creates in round-about way the *agency* wh alone gives the manufacturer c trol of his goods until they re the consumer, bnt without the bo keeping detail which attends the dinary agency plan.

There is much force in the ar ment that this decision also app to trade-marked goods, for owner of a trade-mark has just complete a monopoly in it as owner of a patent has.

(*Copyright, January, 1916, by Elton J. Buckley.*)

NOTE.—Requests for information this department should tersely set in full all the facts bearing on the c and all questions should be carefu framed to avoid misconstruction. Wr on one side of the sheet only. Lett should be received at this office later than Tuesday of each week, to sure an answer in the Monday's is following. The signature and addr of the writer must accompany all quiries, and will be published less there is a request not to do so. inquiries received will be answe without charge. Address all commu cations to Legal Editor "Modern M chant and Grocery World."

Five Cent Bread Must Go, Says Bak

According to a big Chicago bak S. W. Tredway, of the W. E. Long C eventually the 5-cent loaf must The buying habit of the people mu be changed from the 5-cent to the cent loaf. "The reasons for this ne essary change are clear to every thin ing baker who has noted the stead rising cost of production in the bre business. This is largely due to t rapid readjustment that has been ma in the past few years in the raisi of the standards of the baking indust to its present high plane. To-day t baking of bread is a business. A fe years ago it was one of the most lowl if not the most despised of all bus nesses. It could hardly be called business. In this change from cha to organization and high standards, e penses were added which the busine did not know before. Heavy inves ments in substantial buildings, equipp with sanitary conveniences, install tions of modern machinery, checkin and accounting systems. More expe sive delivery equipment, expense fo training salesmen, expense for labor tory training for superintendents, a vertising and other promotion plans, de preciation on equipment and with ove head expenses that have kept mountin higher with each succeeding year; an finally the wrapping of bread, whic has now become almost universal."

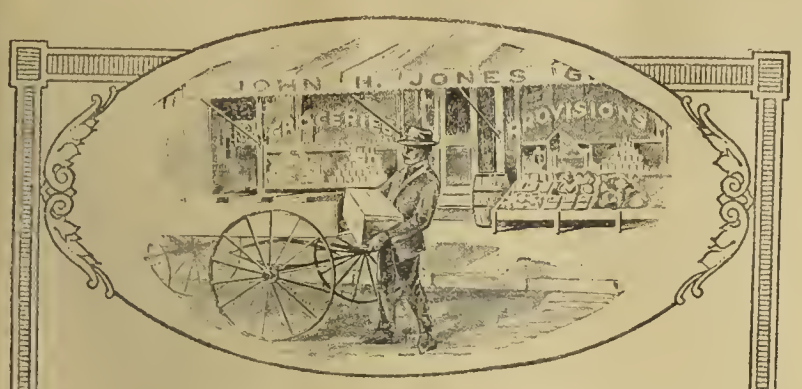
Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

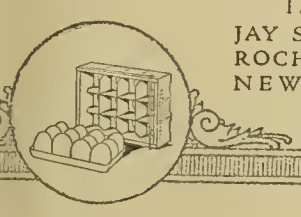
THE ADVERTISING WORLD, Columbus, Ohio



Buy your eggs direct, in bulk—grade and deliver them in Star Egg Carriers. They cost less and besides we can show you an added profit of from $.75 to $1.50 on each case when handled according to the Star System. And, incidentally you will sell *more* eggs. Let us tell you more about it.

If it so happens you are not in touch with parties who can furnish fresh bulk eggs, write us. We will assist you in locating a supply.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1517 JAY STREET ROCHESTER NEW YORK

BABBITT'S

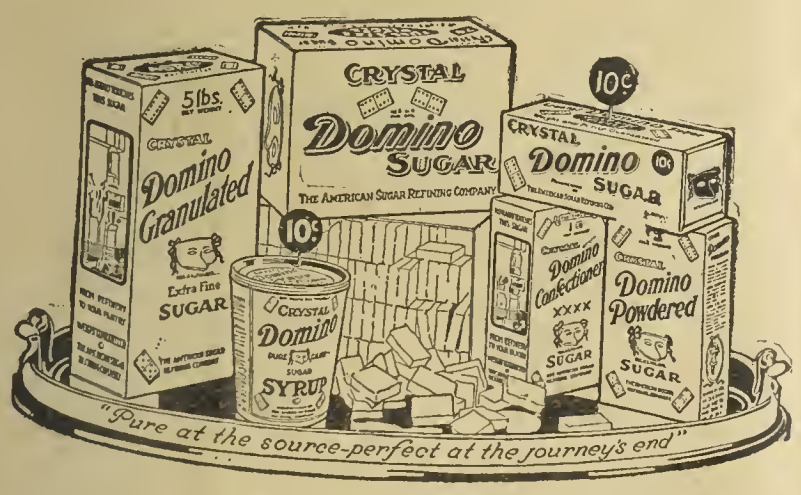
PURE CONCENTRATED LYE

"Keeps its strength to the greatest length"

and that's why consumers know it's "The Lye to Buy." There are many uses for lye and its virtue all lies in the way it is made, just as its sale depends on the way it's advertised. We keep up its quality and strength. It is unequalled as a home soap maker, disinfectant and deodorizer. The new sifter top tin makes it handy for the consumer to use. Call your customers' attention to this new package and you have additional sales and profits. The Trade Marks are good for valuable and useful presents.

B. T. BABBITT, Inc.

NEW YORK CITY



Domino Sugar Products

MR. GROCER—To be sure of large, steady profits, you must sell staples—products all of us are using all the time.

Statistics prove that each of the hundred millions of people in the United States consumes an average of about eighty pounds of sugar each year. This average consumption, multiplied by the number of your customers, represents a large proportion of your gross sales.

Your problem, then, is to secure a moderate profit on each sale, which when multiplied by thousands of sales will make your final profit overtop the slow large-profit sellers.

DOMINO SUGAR PRODUCTS will help you solve your problem.

DOMINO SYRUP—Delicious on pancakes and waffles. Makes excellent cookies, cakes and candies. Retails at 10 cents

American Sugar Refining Company

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Potato Chip Machine.

Newberry, Pa., Jan. 24, 1916.

To the Editor.

Dear Sir:—We are in the market for a potato chip machine and are unable to locate any agency. Kindly inform us if possible where such machine may be obtained.

Any information will be highly appreciated.

Yours respectfully,
MORRIS GROCERY CO.

The Enterprise Mfg. Co., Third and Dauphin streets, Philadelphia, have a hand machine for $8 used largely in restaurants and hotels. Larger machines with motor attachment will be put on the market shortly costing $200.

* * *

One View of the Stevens Bill.

Andover, Ohio, Jan. 18, 1916.

To the Editor.

Dear Sir:—We are a cut-price store to some extent, cutting about the same percentage from the "established" price that we save through doing business for cash only and without a delivery system.

While we do believe in a restricted price on standard goods, we are afraid that the same manufacturer who makes and sells now through the retailer a standard advertised article could and would make goods for the catalogue house under its own brand and allow it to be sold at a less figure than the advertised goods.

This done, the mail-order house would still have the advantage over the retailer who sold advertised and restricted price goods only.

Your opinions on the Stevens bill now pending prove to be very interesting and instructive to me.

Yours truly,
COLE'S VARIETY STORE,
Walter Cole, Manager.

* * *

Co-operative Delivery.

East Stroudsburg, Pa.,
January 19, 1916.

To the Editor.

Dear Sir:—We understand the co-operative delivery system is being successfully used in several places.

Some of the merchants in this place would like to consider this method of delivery. If you could give us any information on the subject, or advise us where this system is being used, we would greatly appreciate your kindness.

Yours truly,
A. W. LODER & SONS.

Co-operative delivery has flourished more in the West than the East. Twenty-five towns in Kansas use co-operative delivery systems. The largest town, Independence, has a population of 12,500, and the smallest, Scranton, has 800.

Schuyler, Neb., with 3,000 population, also uses co-operative system, as do other towns in that State.

* * *

Wholesale Shoe Houses.

Derry, Pa., January 19, 1916.

To the Editor.

Dear Sir:—Will you kindly inform me of at least three of the best wholesale shoe houses.

Your subscriber always,
F. E. PERSHING.

Weimer, Wright & Watkins, 35 South Second street; Laird, Schober & Co., Nineteenth and Buttonwood streets; Ziegler Bros., 119 North Fifth street, all of Philadelphia.

* * *

Manufacturers of Galvanized Ware.

Waterloo, N. Y., Jan. 20, 1916.

To the Editor.

Dear Sir:—Please give me the address of manufacturers of galvanized ware, such as tubs, pails and oil cans, that I can buy direct from instead of through the jobber.

Yours truly,
SUBSCRIBER.

American Can Co., 447 W. 14th street, New York City; Central Stamping Co., 172 Fulton street, New York City; Wheeling Corrugating Co., Wheeling, W. Va.; L. & G. Co., 299 Broadway, New York City.

Enclosed you will please find my check of $3 for subscription to the "Modern Merchant and Grocery World" for 1916. Your paper is very valuable to me and I could not get along without it.—E. Silver, Waynesboro, Pa.

Dry Goods Business Very Good.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of goods is in excess of a year ago. Reports from various points over the country indicate that retail January sales are very active.

Road sales are running about the same as a year ago, and more customers have been in the market.

Collections are normal.

Prices are firm.

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609
Keystone. Race 746

KIRK FOSTER & CO WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

A Sweet Special

KIRK FOSTER & CO WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

We offer one of the best bargains in pure sugar syrup we have had for a long time—good color, equal to some of the corn syrups, good, sweet flavor, exceptionally fine and price three to four cents per gallon below the usual price for this grade of pure syrup.

Mighty Fine Sugar Syrups

Barrels Only. Price 25 Cents per Gallon

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

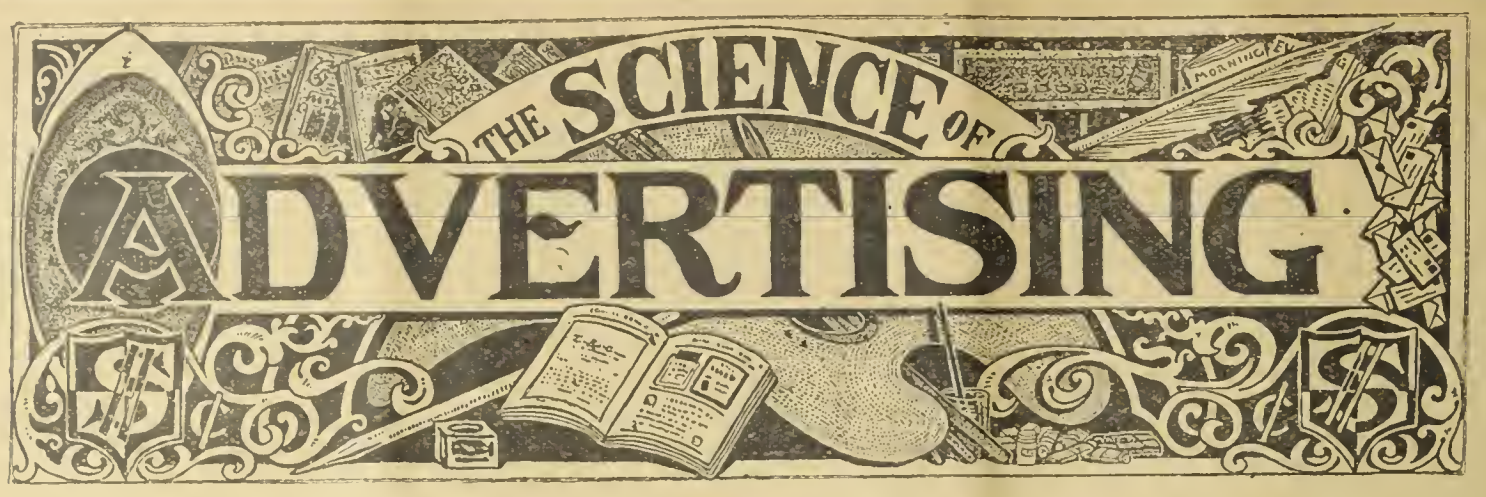
When You See Your Jobber, Ask Him This

The next time you talk with your jobber, ask him which he would rather fill—a specialty order with one of the above stamps on it, or one without. Some jobbers will tell you that very often they won't even accept a specialty order without a stamp on it.

Now there must be some reason for that, and there is. It is the same reason which makes you safer when you sign a specialty order with a stamp on it. No stamp or insignia used in business practice means as much as the specialty stamp. It means everything included in a guarantee of prompt and fair dealing.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.



Andover, Ohio, Jan. 18, 1916.
Editor "Science of Advertising."

Dear Sir:—Having recently become a subscriber to your paper, designed to help the retailer, I beg to submit this copy of our little trade paper, which we publish in an effort to combat the mail order competitors.

Yours truly,
WALTER COLE, Manager,
Cole's Variety Store.

The advertising that accompanied this was quite unique—I never saw anything like it. It was an 8-page pamphlet, 4½ x 8 inches, entitled "Cole's Varieties." The first inside page contained the argument, and the balance consisted of nothing but prices except page 6, which was jokes, and at the foot of the last page, where appeared a "special sugar offer," which was 25 pounds cane granulated sugar for $1 with each $10 purchase of groceries not including sugar or flour.

* * *

Here are pages 3 and 7, much reduced:—

COLE'S VARIETIES PAGE 7

GROCERIES

Our "Cash and Carry'plan enablee you to buy at a lower price.

A visit to our Economy Grocery Department will convince.

Daynight Matchee 3 boxee	.09
Flat Iron Starch	.09
Old Dutch Cleaneer	.09
Lenox Soap 3 bare	.09
Lafrance Laundry Tablete 2-	.09
Kirk'e Flake Soap 2 bare	.09
Lighthouee Cleaneer 2 for	.09
Hoosier Glose Starch"	.09
Karo Corn Syrup	.09
Golden Egg Spaghetti	.09
Pearl Tapioca	.09
Victor Salmon	.09
Jello any flavor	.09
French'e Mustard Dreeeing	.09
Higgin'e Pancake Flour	.09
Epicure Olivee 4-oz. bot.	.09
None Such Mince Meat	.09
Davis Baking Powder	.09
Epicure Rolled Oate pkg	.09

GOOD COFFEE VALUES.

Old Honest Coffee	.28
Cole'e Superior Coffee	.24
Cole'e Special Coffee	.18

COLE'S VARIETIES

A MONTHLY TRADE MAGAZINE PUBLISHED BY COLE'S VARIETY STORE ANDOVER OHIO. SENT FREE TO ITS CUSTOMERS

Vol. 1 JANUARY 1916 No.3

WHAT WE THINK

The values offered at this store for the people are found to be extremely interesting.

On many items in our stock, we quote the same price as asked by our competitors -the big Catalog houses.

Our Sugar offer printed on page 8 of this issue is sure to be of interest to anyone wishing to invest ten dollars in Groceries and save freight charges amounting to about 5% or. a shipment of 100 pounds.

It will be of interest to us to hear from our customers and receive criticism or suggestions relating to this little paper or to our store.

It seems to me that the printer might have done better for Mr. Cole than he has done. He has produced a rather crude paper. The facsimile typewriter type is not the best, I think, for a publication of this sort. There is hardly any reason to use such type except in places where a typewriter could have been properly used, as in a letter or facsimile letter. I should have used ordinary plain type for the body of this paper, of about the same size or a little smaller.

* * *

Where the goods advertised in this paper are well known trade-marked goods, like Karo syrup, the advertisement is strong enough as it is, and as a competitive proposition will have weight. A lot of the goods advertised, however, are not trade-marked. Such as hair brushes, gas mantles, etc. I think something more should have been said about their quality. If you are intending this as a special smash at the mail-order house, I should have emphasized the fact that the goods advertised here are the same as the mail-order house advertises, or better. A woman who has been buying milk pans at 9 cents of the mail-order house sees that you offer milk pans of the same size at 9 cents also, but that doesn't mean much to her. Her preference is for the mail-order house, and she would say to herself that the mail-order pan was better. I should have said in the most positive way that your pan was identical with the mail-order pan, if you know that to be a fact.

* * *

The merchant who starts in to fight the mail-order house has got his work cut out for him, and he cannot go to it half equipped. He should know what goods the mail-order house is offering, their quality, the name of their manufacturer and all about them. To get that information he will often have to send for the goods himself. After he gets them, he can talk to the point. He can display the mail-order goods in the window, side by side with his own, showing that they are identical. He can strike then with a force that he will never have unless he has definite and exact information to begin with.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The Waynesboro Association elected new officers at its meeting on January 20th. H. C. Gordon is the new president, I. G. Baird is secretary. The meeting was held at Odd Fellows' Temple and was well attended. The meeting was followed by a banquet, which was enjoyed by all. Mr. Smedley the speaker of the evening and he his best to arouse a keener interes the work of the organization. A c mittee was appointed to prepare f Prosperity Day, on February Plans are being made for a rest r and free hitching yards for the venience of farmer visitors to town. Waynesboro is a busy town, splendid stores and aggressive, live merchants. President Gordon is d mined to make his administratio success and he will be supported b the members.

* * *

Many towns are preparing to brate February 29th as Prosperity This will involve special adverti special sales and a general hustle f big day's business.

* * *

Harrisburg and Williamsport chants have arranged for a joint di at the Park Hotel, Williamsport, February 17th. The Harrisburg tingent will travel by special train the day will be spent in sight seei

* * *

The Lancaster Chamber of Comm held its second "Made in Lanca exhibit on New Year's Day. It w big success. About 70 concerns part.

* * *

The Coatesville Business Men's sociation is planning a banquet t held in the near future. A membe campaign will follow.

* * *

The Pittsburgh Retail Grocers' sociation is conducting a succe membership campaign. It is hoped the result will be 1,000 members.

* * *

The Johnstown Food Show pron to be a big success.

* * *

Hagerstown, Md., merchants are ing a strenuous fight to rid the of trading stamps.

* * *

The Reading Chamber of Comm will listen to an address at its w noon luncheon on January 27th Howard H. Gross, Chicago, on a manent Non-Partisan Tariff Con sion."

Fifty Years in One Place.

That's the record of C. Wilkin Sons, at 134 Dock street, Philadel Just think what that means in the and vegetable business; how changes have been made; how the ing and shipping has grown changed; how almost everything is ferent than fifty years ago—yet this has always stood in the forefront honest dealing and careful han both of the people from whom receive and to whom they sell. keynote is service—prompt ship qualities that you may rely upon, prices based upon an ability to tak vantage of every market change. this can be summed up to mean liability—which in the fruit busine the one big thing. To know yo buy perishable goods that will arri time and in good condition means than any other single factor.

If You Handle Fruits Read This

Several years ago we looked inward at our business and decided that the best way of besting competition was to sell ***service*** as well as fruit.

That's what we have since done. We have a carefully worked-out system by which when we sell fruit we give the following as bonuses:—

1. ***Prompt shipment.***
2. ***Qualities the customer can absolutely rely on.***
3. ***Prices based on the widest buying facilities and eyes open in all directions.***

We have sold fruits, vegetables and nuts right here for over fifty years. Some customers have been with us for thirty years—a long time to hold anybody who was dissatisfied.

Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 35
Medium Yellow, per S. H. bbl.. 2 35
Prime Red, per S. H. bbl..... 3 50
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$9 00–$10 00
Regular Jersey, good color, long keepers, per bbl. 6 00– 7 00
Regular Jersey, good color, long keepers, per crate 2 00– 2 25

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $4 25
Extra Fancy, 360s, very fine, per box 4 25

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$3 50
150s, per box 4 25
176s, 200s, 216s, per box 4 00

Extra Fancy Florida Oranges.

126s, per box $2 60
150s, per box 2 75
176s, 200s, 216s, per box 2 90

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 25
54s, per box 3 50
64s, per box 3 50
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag $5 60
100 Ex. Selected in bag, per bag, 4 90

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch $2 00
Jumbo Bunches, per bunch $1 50– 1 75
8-hand Bunches, per bunch 1 30– 1 40
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$9 00
Extra Fancy, per peck crate.... 90

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, oceries, hardware, dry g ods, anything at all that's in good condition, t won't sell for *you*.

If you will make a price on it we can probably sell it for you a hurry. Write us about it, stating the quantity, condition and your st price. You might give the original cost, too. We will give it a key mber and offer it to our 4,000 subscribers. Your name will not pear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday mand for somebody else, who will be glad to get your stock of it at bargain.

There will be no charge for this service anywhere—we do it to help ng.

Address Communications to
HANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

ve 100 cases half-pound Invin- Brand Chinook Salmon. This is guaranteed to be in a first- ondition. I would like very much ose of it at 75 cents per dozen. t that I may be able to do so h your valuable column. ress E. J. B., care "Modern Mer- and Grocery World," Philadel-

Offer No. 98.

have a slightly used Underwood ator, costing $35 when new, that ll sell for $20, with about $5 of supplies thrown in at the $20 T. J. CRITCHLOW, Prospect, Pa.

Offer No. 99.

Ford Delivery Car, with regular y body, fine condition; will sell as we have discontinued deliver- have no use for it. hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS, Prattsburgh, N. Y.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅛s, ¼s and 1-pound tins; Chocolate, ¼ and ½-pound packages.

THE CUPP GROCERY CO., Johnstown, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Grocery buyer and manager seeks greater field; present contract expires February 1, 1916. Understands thoroughly the buying and selling of staple and fancy merchandise. Can write forceful advertisements and possesses ambition, youth and integrity. Address E. M. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

BUSINESS BUILDERS

PRINTED PENCILS BRING RESULTS!—Ever throw one away? Cheapest, most appreciated souvenirs. Sample. Greybill & Co., Lancaster, Pa. 7

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

BUSINESS OPPORTUNITIES

FOR SALE.—In nearby suburban town, beautiful meat and delicatessen store, doing a business of from $500 to $600 weekly and earning about $3,000 net profits yearly. One month's trial allowed or will submit proposition to any test buyer proposes. Stock and fixtures at inventory and $300 for good will. Investment will total about $2,300. Reason for selling, owner going to Southern California. Please don't take up my time unless you have the cash and mean business. Address B. G. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FOR SALE OR RENT

STORES.

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 (thirty-eight hundred) a month. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pa. 8

WANTED

WANTED.—Double set harness, heavy, for delivery wagon; without collars and check lines; leather traces; at a bargain. Address W. K. Myers, Gardners, Pa. 7

PATENTS

and Trade-marks procured promptly —and properly in all countries—

Davis & Davis, Washington, D. C.

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY. JANUARY 31, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	16
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28

	COL.
Datenut Butter	19
Delikatessen	11
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	13
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	17
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20

	COL.
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15

	COL.
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	16
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	16
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	15
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27

	C
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Cottolene
Cheese
Flour
Raisins
Dressed Poultry, Fowls

DECLINES.

Butter
Eggs
Prunes
City Pure Lard

—1—

SUGAR.

	Barrels.
Cut Loaf	6.90
Eagle Tablets	7.40
Crystal Dominoes, 24 5-lb. pkgs	8.50
" 60 2-lb. pkgs	9.00
Patent Cubes	6.25
Confectioners' Lozenge	6.15
Powdered	6.10
Fruit Powdered	6.00
Dessert and Table, 2-lb. cartons, 48 lbs	6.30
Granulated, fine or standard, McCahan	6.00
" " Franklin	6.05
" extra fine, bbls	6.00
" " 2-lb. bags	6.30
" " 5-lb. bags	6.20
" " 10-lb. bags	6.15
" " 25-lb. bags	6.15
" " 100-lb. bags	6.00
" coarse	6.10
Confectioners' Crystal A	6.00
A Confectioners'	5.90
A No. 1	5.75
A No. 2	5.70
Franklin B	5.55
Extra C	5.30
C	5.15

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2¼-oz. tins, doz.			.90
Sunflower, I. and C, Formosa Oolong or Mixed, 10z. 2-oz tins, per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.42½
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.85
" Russet Combination, 1 doz.	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16¼
Carcacas, extra fancy, washed	.20
Maracaibo, extra fancy	.17¾
Santos, Peaberry, extra fancy	15
Santos, extra fancy	.15½
Rio, Golden, extra fancy	.13¼
Rio, prime	.11¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" Imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl. per bbl.	2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

	Per
Tub Butter—	
Creamery specials	.3
" extra, 60-lb. tubs	.34- .3
" first, "	.32-.3
" second, "	.30- .3
" third, "	.28- .2
" dairy, extra, bakers' use, 30-60 lbs	.24-.2
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.31
Print Butter—	
Prize	.3
Gurnse, lbs. and ½ lbs.	.3
Awltru	.3
Milhen Farm, lbs. and ½ lbs.	.3
Honebe	.34
Star or S. D., 1 lb., 20-50 lb. bozes	.4
B. B., E. D., 20-50 lb. boxes	.3
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.3
Sheaf ("400"), Elgin, 20-50 lb. boxes	.3
Sheaf	.31- .3
White Rock	.4

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searchlight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs.	.0
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

	Per gr
Mason's—	
Half gallons	7
Quarts	4
Pints	4
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Pe
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per
½-gross boxes, no rubbers	1
Jelly glasses, fluted, bbls. 24 doz. per doz.	

CATSUP.

Snider's—	Per
16 oz., 2 doz	2
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	2
½ pints	1

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	2
Medium, 25 bottles	4
Large, 12 bottles	3

—5—

CANNED GOODS.

ted Beans—
Ritter's ..... .95
B. & M., No. 2 ..... .95
Campbell's, 16 oz., tomato sauce or Boston style ..... per case 1.90
Snider's, No. 2 ..... 1.40
Van Camp's, No. 2 ..... 1.40
Quikshank's, No. 2 ..... 1.35
Heinz's, No 2 ..... 1.40
Dog's Head, No. 3 ..... 1.25
Victory, No. 1 ..... .55
matoes—
Standard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.15
ia Beans—
Standard, New Jersey, No 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
Fancy, small, No. 2 ..... 1.50
ng Beans—
Standard, New York, No. 2 ..... 1.10
Extra fancy, New York, No. 2 ..... 2.00
Fancy, New York, No 2 ..... 1.50
Standard, Maryland, No. 2 ..... .50
d Kidney Beans—
Standard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .75
n—
Standard, New York, No. 2 ..... .90
Fancy, New York, No. 2 ..... 1.00
Standard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
Fancy, Maine, No. 2 ..... 1.25
Doe Peg, No. 2 ..... .85
Whole grain, No. 2 ..... .75
s—
Standard, New York, No. 2 ..... 1.15
Sifted, New York, No. 2 ..... 1.50
Extra sifted, New York, No. 2 ..... 2.00
Standard, Southern, No. 2 ..... .75
Sifted, Southern, No. 2 ..... 1.00
Extra sifted, Southern, No. 2 ..... 1.40
Standard, Indiana, No. 2 ..... .75
Sifted, Indiana, No. 2 ..... 1.00
Extra sifted, Indiana, No. 2 ..... 1.40
Standard, Wisconsin, No. 2 ..... 1.10
Sifted, Wisconsin, No 2 ..... 1.40
Extra sifted, Wisconsin, No. 2 ..... 2.00
es—
Standard, New York, No. 2 .....
" " No 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
otash—
Standard, New York, No. 2 ..... 1.00
Fancy, New York, No. 2 ..... 1.25
Standard, Maryland, No. 2 ..... .90
Fancy, Michigan, No. 2 ..... 1.20
rag es—
Small, No. 2½ 2.00
Medium, No. 2½ 2.20
Large, No. 2½ 2.50
ps, No. 1 ..... 2.25
pkins—
Standard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
ach—
Standard, Maryland, No. 3 ..... .95
Krout—
Standard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

cots—
Extra, No. 3 ..... 2.75
" No. 2½ 2.10
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
Bartlett Pears—
Extra, No. 3 .....
" No. 2½ 2.50
Extra Standard, No. 2½ 2.30
Standard, No. 2½ 2.15
e Cherries—
Extra, No. 3 .....
" No. 2½ 2.90
Extra Standard, No. 2½ 2.50
Standard, No. 2½ 2.25
hes, Lemon Cling, Sliced—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.50
hes, Lemon Cling—
Extra, No. 3 ..... 2.95
" No. 2½ 2.00
Extra Standard, No. 2½ 1.75
Standard, No. 2½ 1.45
hes, Yellow Crawford—
Extra, No. 3 ..... 2.80
" No. 2½ 2.00
Extra Standard, No. 2½ 1.70
Standard, No. 2½ 1.40

Eastern Canned Fruits.

es—
New York State, No. 3 ..... .90
" " No. 10 ..... 2.75
berries—
Syrup, No. 2 ..... 1.35
Water, No. 2 .....
ries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
ies—
Pie, No. 3 ..... 1.35
Donds, No. 3 ..... 1.15
, No. 3 ..... .85
—
Bartlett, Extra Standard, No. 2½ 2.00
Heavy syrup, No. 3 .....
" water, No. 3 .....
s—
Heavy syrup, No. 2½ 1.25
Light syrup, No. 2½ 1.00
erries—
Pine, in water, No. 2 ..... 1.40
berries—
Extra preserved, No. 2 ..... 1.80
Preserved, No. 2 ..... 1.60
Water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz.	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No ¼, flat, 4 doz.	1.50
" No. ½, flat, 4 doz.	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb, tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s.	15.00
" Soused, ⅛s, oval, 100s.	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s.	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.	15 00
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s.	.....
" Boneless, ½s, oval, 100s.	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s.	15 00
" Cod, 1-lb. round tins, 100s.	24.00
" " bigh oval tins, 100s.	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall.	1.75
" medium red, tall.	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet.	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.	14 00
" " ½s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s.	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.	26 00
Boneless and peeled, ¼s.	24.00
" D. & G., ¼s	26.50
" Ispa, ½s.	28.00
" Gondolier, ½s, 100.	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 200	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10 50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ⅛s, 100	2.50
¼s, key, 100	2.75
Irma, ⅛s, 100	4.00
Pickert's, Rival brand, carton, ⅛s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ⅛s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz.	1.00
" No. 1, 2 doz.	2.25
" No. 2, 1 or 2 doz.	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz.	2.40
" No. 2, key, 2 doz.	4.65

—7—

Chipped Beef.

Armour's—	
Sbield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz.	1.85
" " large, 1 doz.	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.	.90
" No. 1, 2 doz.	1.85
" No. 2, 1 doz.	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1. glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz.	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 2, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.35
" No. 2, 1 doz.	9.15
" No. 2½, 1 doz.	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Devilled—	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	2.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s. 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz.	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz.	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz.	6.30
Turkey, No. ½, 2 doz.	.....
" No. 1, 1 or 2 doz.	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—	Per doz.
Readymaid Concentrated Soups—	
Eleven varieties, 10½ oz., 4 doz.	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	2.75	.95

Armour's— Per doz
All kinds, No. 2, 4 oz ..... .90

Campbell's, No. 18, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 2 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.	.20 per lb.
Walter Baker & Co.'s—	Per l
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33¼
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz.	1.88
" ½-lb. tins, 2 doz.	3.50
" 1-lb. tins, 1 doz.	6.50
" 5-lb. tins, 1 doz.	.52 per lb.
" 10-lb. bags, 100-lb. case	.50 "
Daalder's brand, ¼-lb. tins, 12-lb. box	.40 "
" ½-lb. tins, 12-lb. box	.39 "
" 1-lb. tins, 12-lb. box	.38 "
" 2-lb. tins, 12-lb. box	.37 "
" 5-lb. tins, 60-lb. box	.36 "
" 20-lb. bags, 100-lb. case	.35 "
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ⅛s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box	1.60 per box
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box ... per box	1.65
Almond Milk Chocolate, 24 5c. pkgs. in box ... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.3

Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. in box.		
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes in case	$6

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.31	¼ lb.	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.62
9x12, "	.72
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10½

Toilet—	Per case
Extra quality, 100 rolls	6.00
Good " 200 "	5.25

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.33	.26
½ "	10M	.[illegible]	.31
1 "	8M	.[illegible]	.41
2 "	6M	.68	.54
3 "	5M	.[illegible]	.63
4 "	4M	1.01	.79
5 "	3M	1.14	.87
6 "	3M	1.[illegible]	1.07
8 "	2M	1.[illegible]	1.21
10 "	2M	1.[illegible]	1.41
12 "	2M	1.[illegible]	1.73
14 "	1M	[illegible]	2.18
16 "	1M	[illegible]	2.33
20 "	1M	1.[illegible]	2.63
25 "	1M	3.[illegible]	2.90

—10—

Flour Sacks, satchel bottom—	Plain per 100
Majestic Ex. Heavy	
12½ lbs., ⅛ bbl	.42
24½ lbs., ⅛ bbl	.70
49 lbs., ¼ bbl	1.40

No. 2, Manilla llght weight—	Per lb.
12 in. rolls	.02¾
15 "	.02¾
18 "	.02¾
20 "	.02¾
24 "	.02¾

Silk Fibre, No. 1—	
9 in. rolls	.03⅛
12 "	.03⅛
15 "	.03⅛
18 "	.03⅛
20 "	.03⅛
24 "	.03⅛
30 "	.03⅛

Paper Towels—	
25 rolls, 150 towels each, with holder and basket ... per case	4.00
25 roll lots ... "	3.00

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" famlly size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2 75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.75
Gold (Tall)	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles	.10
Cocoanut Ripple	.11
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.09
Sugar Cookies	.10
Water Crackers	.08
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons	.17
" Butters	.16
Cocoanut Macaroon	.16
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.16
Sweet Marie	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09¼
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

—11—

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz ... per doz.	1.40
" " with horseradish ... "	
" large, 1 doz ... "	2.00
" " with horseradish ... "	
Wein Senf, bbls ... per gal.	
" 1-gal. stone jars ... per jar	.85
" 5-gal. kegs ... per keg	3.50
Prepared Mustard, bbls ... per gal.	
" 15-gal. kegs ... "	
" 10-gal. kegs ... "	
" 5-gal. kegs ... per keg	1.75
" 2-gal. pails ... per pail	.90
" 1-gal. pails ... "	.50
Prepared Special, with spoon, 2 doz ... per doz.	.95
" sitting top, 2 doz ... "	.46
" with horseradish, 2 dox ... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, .37.... less	.38
Sap Sago, 3 to lb ... cask, per lb.	
" " ... less than cask, "	.22
Roquefort ... 12 in case, "	
" ... less than case, "	.48
Parmesan, about 30 lbs ... loaf, "	
" ... less than loaf, "	
Edam, 12 in case ... case	
" ... single	
" in tin ... per lb.	
" 1-lb. tins ... per case	
Camembert, domestic, wood boxes ... per doz.	
" Autocrat brand, large ... "	
" " medium, "	
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase ... per doz.	
American Swiss, No. 2 ... loaf	.27½
" " ... less than loaf	.29
" square loaves, No. 1, about 25 lbs. each ... per lb.	.23
Limburger, No. 2 ... box and ⅓ box	.18½
" " ... less than ⅓ box	.20
Pinxter, from Holland, in tins ... per doz.	2.60
Muenster ... per lb.	.23
Brick, No. 1 ... "	18-.20
English Dairy ... "	.22½
Pineapple, picnic size, 6 in box ... per box	3.00
" gem size, 6 in box ... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	2.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	2.45
	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ... per lb.	
Welner Wurstel, 16 in tin ... per doz.	
" 8 in tin ... "	
Imported Cervelat Sausage, Rolff's ... per lb.	
Imported Frankfurters ... per doz.	
Goose Breast, Imported, marked weight, per lb.	
Pate de fois Gras, small ... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.28½	.30
" (Diamond S.)	.27½	.29
" Peutonic	.24	.25
" Gothaer	.32	.33
Salami (Circle S.)	.28½	
" (Diamond S.)	.27½	
" (G. A. P.)		
Landjager, short ... per lb.		.35
" long ... "		
Mortadella, dry ... "		
Knackwurst, 25 in box ... per box		4.75
" ... per doz.		2.40
Tongue Sausage ... per lb.		.18
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham ... "		.39
Petit Delicatess Frankfurters, plain ... per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ... per doz.		2.00
Lebanon Beel Bologna ... per lb.		.20-.22
Paprika Speck ... "		.18
Mettwurst, half round ... "		.25
Liver Sausage (special), truffle, goose or sardellen ... per lb.		.35
Smoked Thuringer Blutwurst ... "		
" Pfefferwurst ... "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ... per pail	1.05
" 5-gal. kegs ... per keg	8.25
Russian Sardines ... "	
" 5-lb. pails ... per pail	.75
" 10-lb. pails ... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ... per keg	1.25
Milkers, Y. M ... per keg	

—12—

Mixed, standard, bbls	
" ½ bbls	
Milkers, standard, bbls	
" ½ bbls	
Scotland—	
Mixed, large, lulls, bbls	
" " ½ bbls	15.5
Milkers, " bbls	
" " ½ bbls	
Marinirte Herring, Imported, about 40 in pail	2.7
Roll Herring, imported, about 25 in pail	
Spiced Herring, Imported, about 40 in pail	
Norway Stockfish, dry ... per lb.	.1
Matjes Herring ... piece	

Bismarck Herring.

Round tins, with key, pint ... per doz.	2 6
" " quart ... per tin	.4
" " 2 quarts	.7
" " 4 quarts	1.2
Roll Mops, 4-quart tin	1.3
" 2-quart tin	.7
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand ... per keg	
" 5-lb. pails ... per pail	
" 20-lb. pails ... "	
Cut Spiced, 10-lb. pails ... "	1.4
" 5-gal. keg ... per keg	
Russian, in glass jars ... per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg ... per doz.	3.6
Original package ... per ⅛ bbl.	
Repacked, 5-lb. pails ... per pail	
" 10-lb. pails ... "	
" 5-gal. kegs ... per keg	
" ½-lb. flat tins ... per doz.	
" ½-lb. tall tins ... "	
" 1-lb. tall tins ... "	2.1

Salt Sardellen.

Original packages, 1902 ... per anker	
Repacked, kegs, about 8 lbs ... per keg	3.2
" pint jars ... per doz.	5.2
" large tumblers ... "	
" small tumblers ... "	2 0

Russian Caviar.

1-lb. tins ... per doz.	
½-lb. tins ... "	
¼-lb. tins ... "	
⅛-lb. tins ... "	

German Dill Pickles—Regular Siz

60-gal. casks, about 2000 ... per cask	
50-gal. bbls., about 1200 ... per bbl.	9.5
15-gal. kegs, about 500 ... per 100	.8
10-gal. kegs, about 300 ... "	.8
5-gal. kegs, about 150 ... "	.8
10-lb. pails, about 50 ... per pail	.7

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks ... per cask	
48-gal. bbls ... per bbl.	6.0
10-gal. kegs ... per keg	2.0
5-gal. kegs ... "	1.2
10-lb pails ... per pail	.5

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ... per lb.	
Spitzkugein ... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins ... per tin	
" small tins ... "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2.5
" " 20-gal. keg	4.5

Sundries.

German Egg Potatoes, bags 110 lbs ... per bag	
Green Kern ... per lb.	.3
Potato Flour ... "	.0
German Dried Pears ... "	
Dried Mushrooms ... "	
Juniper Berries ... "	.0
St. John's Bread ... "	
Bay Leaves ... "	.0

COTTOLENE.

Cases, small, medium or large cans	7 1
Tierces, about 350 lbs	.2
½ bbls., about 180 lbs	.1
Tubs, about 65 lbs	.1

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	.1
Picnics, full cream, fancy, new, 20 lbs	.1
Swiss, domestic, about 30-lb. blocks	.2
" about 70-lb. loaves	
McLaren's, medium, 2 doz ... per doz.	1.3
" Club, 2 doz ... "	1 6
Red Edam ... each	1 6
Philo Cream, 1 doz. 10c. size ... per doz.	.1
Elkhorn Pimento, 1 doz ... "	1.4

—13—

EGGS.

	Per doz.
by, candled and selected, 30 doz	.33
ern, selected	.32
en Farm	.34
ru, packed in cartons	.32

FANCY GROCERIES.

nd Staple Paste, 5-lb. cans	per lb.	.33
ovies, in oil, 6 ring bottle	per doz.	5.00
" " 3 ring bottle	"	3.25
s, Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" hottled, ¾ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
n Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
ies in Maraschino, glass, 1 doz	"	7.00
Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
e Powder, pints	"	3.60
" 4 oz	"	2.40
" 2 oz	"	1.40
h Peas, extra fins	per case	21.00
nn's Irish Oatmeal—		
b. cans	per doz.	3.00
b. cans	per tin	.65
b. cans	"	1.65
ley & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
Pepper, ring, pints	per doz.	1.25
" ½ pints	"	.60
stone jars, 4 doz		1.75
dore Marquett Mushrooms—		
t choice	per case	32.00
oice, 100 tins	"	30.00
el, 100 tins	"	28.00
es, ⅛	per tin	.20
⅛	"	.35
¼	"	.60
½	"	1.25
ps, pickled, small size		1.10
Dunbar's, 2 doz	per doz.	2.75
n Cordial, Bishop's, 1 doz	"	6.50
alized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
Juice, Rose's	"	4.50
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
ranco-American Food Co.—		Per doz
ths for invalids, all kinds, ½ pints, 4 doz.		1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—		
tin, 100 cubes		1.70
50 cubes		.90
doz. tins, 12 cubes each		2.75
o Clam Bouillon—		
z. bottles, 1 doz		2.00
z. bottles, 1 doz		3.75
o Tomato Bouillon—		Per doz.
bottles		6.00
rt bottles		9.00
on jugs	each	2.75
's Oxo Cubes—		
, 10c. size	per doz.	.85
s, 25c size	"	2.00
, 100 cubes	per 100	1.65
r's Beef, Clam and Chicken Cubes—		
ll boxes, 12 cubes, 1 doz		2.50
ium boxes, 50 cubes	per tin	.90
e boxes, 100 cubes	"	1.70
r's Concentrated Bouillon—		
, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
r's Tomato Boulllon—		
les, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
y jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

	Per doz.
r's Solid Extract of Beef—	
, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
r's Fluid Beef Extract—	
es, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ta	7.50
Aidas	8.20
Medal	7.75
rme	7.75
p	8.00
ry's Best	7.50
Idem	6.90
f the West	6.65
m	6.55
Veil	7.50
	7.25
al	6.85
White	7.90
r's Best	7.35
Imperial	7.25

Prepared Flours.

	Per case
a Prepared Doughnut, Cake, Ginger-ad and Tea Biscuit Flour—	
. 14-oz	1.44
. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

's Buckwheat, medium, 12s	1.56
Flap Jack Flour, 18s	1.50
erry Buckwheat, 36 2s	2.75
Pancake, 36 2s	2.60

—14—

Presto, 18 pkgs	1.60
Aunt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	5.15
Michigan Pea, new, bags about 2½ bushel	4.20
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
00000, 210-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s per case	1.80
Pearl, 100-lb. bags per bag	2.30
Grits, 100-lb. bags "	2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	
Barley—	
No. 2, 100-lh. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls per bbl.	6.20
B, 100 lbs per keg	3.25
Rolled Oats—	
Avena, 180 lbs per bbl.	5.90
" 90 lbs per keg	3.10
" 90 lbs per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs per case	2.50
Instantaneons, 50 1s "	4.00
Colburn's Hasty, 36 pkgs per doz.	.85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz per case	1.60
Minute Gelatine, 3 doz per case	3.75
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Stralght flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant: Wine Flavors: Port, Sherry, Madeira per doz.	.90

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	.12
Cubes or Elbows, 24 1	
Spaghetti, 25 1s	
Vermicelli, 25 1s	.12
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4	400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5	550-650	20.00	10.60	5.50	1.25
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24 00	12 60	6.50	1.45
Extra Irish, No. 2	300-350	27 00	14.10	7.25	1.60
Medium Irish, No. 2	350-450	26.00	13.60	7.00	1.55
Irish, No. 4	400-450	25.00	13.10	6.75	1.50
Large Cape Shore	100-120	16.00	8.60	4.50	1.05
Med. Cape Shore	180-220	.....	.....	.....	.....

—16—

Herring.

	200 lh.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab Splits	8.00	4.60	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4 10	.....	.....	.....
Shore, round, large	10.00	5.00	.....	.....	.....
" " medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5 50	3 35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs per lb.	.18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
"Highland Beauty," 20-lb. boxes per lb	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	.....
Gilt Edge, 40 lbs	.06½
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
Pollock	.....
Hake	.....
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

New Extra Scaled Herring	per box	.15
Boneless Herring, fancy 10-lb. boxes	per lb	.10
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	.....
Finnan Haddies, 30-lb. boxes	per lb.	.....

FRESH FISH.

	Per lb.	
Halibut	.10	-.15
Bass Native		-.15
Salmon, fresh	.11	-.20
Eastern Cod	.08	-.12
Croakers		-.06
Large Hake		-.11
Haddock		-.09
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel		-.15
Snappers		- 14
Eels		-.12
Rock Fish	.13	-.20
Lobsters		-.40
Flounders	.05	-.11
Large White Perch		-.15
Sea Bass	.08	-.10
Blue Fish		.....
Porgies		.....
Fresh Mackerel each		-.30
King Fish		.....
Weak Fish	.10	-.17
Butter Fish		-.06
Steak Fish ½c. per lb. additional.		

OYSTERS.

Absecons, Primes	8.50	-	9.00
" Culls	4.00	-	4.50
Tuckerton, Primes			9.00
" Culls			4.50
Cove, Primes	9.00	-	10.00
" Culls	4.50	-	5.25
Blue Points		-	6.00
Rockaway bbls.		-	5.50
" boxes		-	5.75

CLAMS.

Pickert's, cans, No. 1 per doz.			1.00
" " No. 2 "			1.45
Clams per M	7.50	-	9.50
Necks "	5.00	-	6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size per doz.	1.00

SEEDS.

Caraway	per lb.	.15
Celery	"	.37
Poppy	"	.30
Canary, bags		.08
Rape, bags		13
Hemp, bags		.04½
Millet, 50 lbs	per bush.	.50

—17—

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09
" 25 lbs	.09¼
" 48 pkgs	.09½
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.0[illegible]
Fancy Muirs, 25 lbs	.07¾
Extra choice Muirs, 25 lbs	.07¼
Extra fancy Muirs, 25 lbs	.08¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.15⅜
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10¼
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 1ec. pkgs	.07½
Fard, 14 lbs	.08¾
Hallowee, 70 lbs	.07½
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09½
50–60	.08⅝
60–70	.08
California, 25-lb. boxes—	
40– 50	.10
50– 60	
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.10½
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ½-lb pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
½ lb. pkgs., 15 lbs	.29
¼ and ½ lb. pkgs., 15 lbs	.28½
Baker's Premium—	Per case
120 5c. pkgs	4 40
60 10c. pkgs	2.20
30 10c. pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. 1 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	82½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black,	per bottle .50
Continental, red, 1 doz	.[illegible]
" [illegible], 1 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, [illegible]	.[illegible]
Stafford, Commercial, [illegible]	.60
Thurber-Davis Co.—	Per doz
Extra Choice Writing Fluid	per qt. .65
Superior, Oriental Red [illegible]	.40
" Green, Superior Violet [illegible]	.40
" Magic Black, [illegible]	.40
" Electro Chemical, [illegible]	.40
Letterine, showcard ink, [illegible], all colors	1.00

—18—

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.40	.50	.70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal, Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

Banner Lye—	Per case
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
Armour's—	
Veribest, Concentrated—	Per doz.
1½ lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¼
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.0[illegible]
Tubs, 70, 35 and 18 lbs	.0[illegible]
Charge for packages as follows 70 lbs. 60c., 35 lbs 40c., 18 lbs 25c Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 200 lb. pails, etc	08
35 and 18 lb. tubs	.0[illegible]

Packages not returnable.

—19—

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1 40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
[illegible] " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola (Corn Oil)—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2 per case	7.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¾-oz. cans	4.80
1 doz. ½ gal. cans	6.50

PEANUT BUTTER.

Beech-Nut—	Per doz.
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

NUTS.

	Per lb
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs.	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17¼
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17
Filberts, bales, about 220 lbs.	.13
Brazils, large, bags, about 180 lbs	.14¼
Pecans, large, bags, about 160 lbs	.14
" medium	
Mixed Table Nuts, 25 lbs	.15¾

—20—

Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per l
Jumbo	1
Fancy, hand picked	1
Virginia, choice	1
Big Nickel 100 cartons	3.

PICKLES.

Sweet—	
16-gal. keg, 210os	15.
10-gal keg, 130os	10.
5-gal. pail, 650s	5.
16-gal. keg, 360os	18.
10-gal. keg, 220os	12.
5-gal. pail, 110os	6.
16-gal. keg, 500os	20.
10-gal. keg, 300os	13.
5-gal. pail, 150os	7.
16-gal. keg, 750os	22.
10-gal. keg, 450os	15.
5-gal. pail, 225os	7.
Sweet Mixed—	
16-gal. keg	12.
10-gal. keg	8.
5-gal. pail	4.
Sour and Dill—	
45-gal. bbl., 1800s	17.
32-gal. bbl., 1200s	12.
16-gal. keg, 600s	6.
45-gal. bbl., 2400s	19.
32-gal. bbl., 1600s	13.
16-gal. keg, 800s	7.
5-gal. pail, 250s	2.
45-gal. bbl., 3600s	20.
32-gal. bbl., 2400s	14.
16-gal. keg, 1200s	7.
5-gal. pail, 350s	3.
Chow-Chow—	
16-gal. keg	10.
10-gal. keg	6.
5-gal. pail	3.
Sweet Pickle Relish—	
16-gal. keg	11.
10-gal. keg	8.
5-gal. pail	4.

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts per doz.	2.
" pints "	
" ½ pints "	
Cruikshank, distilled, white per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and kuucks	
Brisket Pork	23.
Jersey Pork, butt per bbl.	21.
" family "	23.
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulde Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per
2 doz. 26-oz. cans	3.
3 doz. 12-oz. cans	2.
1 doz. 8-lb. cans	8

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	
City Pure Lard—	
Tins, 50 lbs. net weight per lb.	
Tubs, net "	
No. 10 tins 6 in crate	7.
No. 5 tins 12 in crate	7.
No. 3 tins 20 in crate	7.
Compound—	Pe
Tierces and tubs, about 340 lbs	
60-lb. tubs	
10-lb. tin pails, 60 lbs	
5-lb. " 60 lbs	
3 lb. " 60 lbs	

—21—

DRESSED MEATS.

Dressed Stock—	Per lb.	
teers	.10	-.14
eifers	.09	-.13
ows	.08	-.11
eal Calves	.14	-.16
xtra Calves	.....	-.18
outherns and Barnyards	.10	-.13
ity Dressed	.12	-.14
xtras	.. ..	-.16½
heep	.10	-.12
xtra Wethers	.....	-.13
ambs	.15	-.16
xtra Lambs	.....	-.18
ogs	.10	-.10¼

BUTCHERS' SUNDRIES.

h Steer Tongues, each	.....	-.80
Tongues	.....	-.60
Heads, scalded	.50	-.75
etbreads, veal, per pair	.75	-.80
" beef, per lh.	.25	-.30
Livers "	.25	-.30
Kidneys, per doz.		1.25
Livers		.10
ils, per doz.		1.20
rts, beef, per lb.		.05
s, beef		16.00
lerloin, beef, western		.22
h Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

eys—	Per lb.	
estern, young hens, 8 to 10 lbs	.28	-.30
" young toms, 15 to 18 lbs	.28	-.30
d hens and toms	.24	-.26
mmon to good	.18	-.20
ers—		
iladelphia, fresh killed, 3 lbs. and nder to pair, fancy	30	-.32
iladelphia, fresh killed, 3½ to 4 lbs. o pair	.30	-.32
il adelphia, fresh killed, 3 to 3½ lbs. o pair, fancy	.30	-.32
s—		
estern, fancy, heavy	.19	-.21
eavy Roasters, 4 to 5 lbs	.22	-.24
ir to good	.18	-.21
d cocks	.14	-.15
lbs—	Per doz.	
ime, large, fancy	4.50–5.00	
xed	3.00–3.50	
rk	1.75–2.00	

LIVE POULTRY.

g Chickens, nearby, 1½ to 2 lbs	.20	-.22
e Springers	.19	-.20
s	.19	-.20
ters	.12	-.13
s, young	.15	-.16
old	.14	-.15

RESERVES, JELLIES, JAMS AND MARMALADES.

s—	Per doz.
ter's, pure	.95
it jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
immel's, 8-oz. tumblers	.80
tional, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
rves—	Per lh.
immel's pure, 12-oz. jars, 2 doz. per doz.	1.60
tional, 30-lb. pails	.09½
thwark, 30-lb. pails	.06½
" 3-lh. toy pails, per doz.	3.00
—	
immel's, pure, 10-oz. jars, 2 doz	1.40
thwark, assorted, jars, 2 doz	.90
ge Marmalade—	
rtley's imported, 4 doz	1.90
immel's, pure, 2 doz	1.50
t-Nut Brand Conserves—	

—	Per doz., in glass Large	Medium	Individual
awberry	3 25	2.00	1.10
l Raspberry	3.00	1.80	1.00
ckberry	3.00	1.80	1.00
ch	2.25	1.40	.80
nberry Sauce	2.25	1.40	.80
cord Grape	2.40	1.50	.90
m	.....	.....	.....
ed Plum	2.25	.....	.....
rson Plum	2.25	1.40	.....
—			
Currant	3.00	1.80	1.00
k Currant	3.00	1.80	1.00
nce	3.00	1.80	1.00
pe	2.25	1.40	.80
Apple	2.35	1.50	.90
le, Spitzenberg	2.25	1.40	.80
va Jelly	.....	1.80	.....
rves—			
apple, shredded	3.00	1.80	1.00
rry	3.25	2.00	.....
alades—			
pe Fruit	2.25	1.40	.80
barb	.....	.....	.....
nge	2.20	1.35	.80

ge jars packed one dozen, medium two dozen dividual three dozen per case.

—22—

Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs, per pail	1.15
" " full 5-lb. slip cover tins, ½ doz, per case	1.60
" Schimmel's, 30-lb. pails, per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz, per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz, per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz, per doz.	3.15
" Mother Cook's, No. 14, 2 doz, doz.	.85
Peach, 30-lb. pails, per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum, per lb.	.15
Borax, powdered, bulk "	.11
" lump, bulk "	.09
Butter Color, W. & R, per doz.	2.00
Bluestone, bulk, per lb.	.12
Copperas "	.02½
Camphor, gum, 1-oz. blocks "	.70
" flakes, 250-lb. bbls "	.18
" " less quantity "	.19
" Tar Balls, 250-lb. bbls "	.17
" " less quantity "	.18
Castoria, Fletcher's, per doz.	2.80
" Pitcher's "	.80
Carbonate of Ammonia, per lb.	.15
Epsom Salts, bbls "	.04½
Glauber Salts "	.02½
Glue, ordinary "	11
" white "	.20
Gum Arabic "	.50
Haarlem Oil, per doz.	.40
Husband's Magnesia "	2.90
Jamaica Ginger, Hires', flasks "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes, per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root "	.12
Putty, 25-lb cans, per 100 lbs.	1.57½
" 50-lb. cans "	1.47½
Petroleum Jelly, screw top, 5c. size, per doz.	.35
" " 10c. size "	.75
Paris Green, 100-lb. kegs, per lb.	.17
" ¼-lb. pkgs., 50 lbs "	.22
" ½-lb. pkgs., 50 lbs "	.21
" 1-lb. pkgs., 50 lbs "	.20
Rosin "	.04½
Roach Powder, BB, 4-oz. cans	2.00
" " 10c. size, per doz.	.80
Roachsault, 10c. size "	.80
Saltpetre, crystal, about 350-lb. bbls, per lb.	.38
" granulated, about 100-lb. kegs "	.38
Sulphur, flour, 175-lb. bbls, per 100 lbs.	2.50
" 100-lh. bags, per lb.	.02¼
" less quantity "	.03
Venetian Red "	.02
Whiting "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tuhe V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz, per doz.	4.00
Bath Brick, 25 in box, per box	.60
Sealing Wax "	.03
Silver Sand, per bbl.	1.20
Tar, pts, per doz.	.....
" qts "	.....
" gals, each	.....
" ½ bbls "	.....
" bbls "	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums, per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases, per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals, per gal.	.18
" ½ bbls., 28 gals, per ½ bbl.	5.60
" kegs, 14 gals, per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 20/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lh. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz, per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs, per 100	.70
Kegs, 150 lbs, per 100	.80
Granulated, 60-lb. boxes, per box	.60
" Crystal Brand, 24 2½-lb. pkgs., per case	.80

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lh. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer, 2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz, per box	2.75
Kleenatuh, ¼ gross	2.50
Electro Silicon, 1 doz, per doz.	.80
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz, per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size, 100 cans	3.85
" 5c. size, 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz, per doz.	.45
Sunbright Cleanser, Swift, 60s	2.25
Red Seal Cleanser, 4 doz	1.90
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s, per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co....	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairhanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16 oz	3.60
Gold Dust, Fairbank's	4.30
" " 100s	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, large size	3.75
Sapine, No. 3, 100 pkgs	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, large size	3.75
Snow Boy, Lautz, 60	2.40
" " 48	3.75
" " 100s, large size	3.75
" " 24 family size	3.75
" " Laundry Blue, 5 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb.	6, 10, 25 lb.
McCormick & Co., Ground—	Per lb.	Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	26
Tumeric	.09½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05
" less quantity		.05½
Cinnamon, Canton, fancy		.11
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.55
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.25
" large		.28
Pepper, black, original bags		.16
" less quantity		.17
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¾
Best Gloss, bulk, 50 lbs	.03¾
Niagara, Laundry, 50 lbs., bulk	.03½
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enamelne Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.37½
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.30
Le Page's Glue, bottle "	.80
" tube "	.80
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	.12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 00 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.30
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.15
" 24 2½ lb	2.55
" 12 5 lb	2.50
" 6 10 lb	2.40
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	.90
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.50
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.3
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.5

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	2.9
7, "	3.1
6, Household	2.8
7, "	3.1
6, Monogram	3.3
7, "	3.6
Daisy	2.5

Washboards.

	Per d
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per d
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	2.4

Butter Dishes.

Wire ends, 1 lb, per 1000	1.4
" 2 lb., oval "	1.8

Clothes Pins.

5 gross, per box	.4

Mops.

	Per
O-Cedar—	
Polish Mop, large size	15.0
" smaller size	9.0
Triangle Mop, large size	15.0
" small size	9.0
Dusting Mop, black, large size	15.0
" " small size	9.0

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per d
1, Extra fancy large grass	1.
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Per
Wood Handles—	
No. 34, fibre, strap handles	1.

Shoe Brushes.

	Per d
With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	1.
No. 7, All pure bristles and full	1.
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1.
No. 10, A	2.

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1.
18, All horse hair	1.
21, " white tipped	2.

TOBACCOS—PLUG.

	P
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per g
Duke's Mixture	6
Greenback	6.0
Honest	6
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6
Sensation, ⅙ gross	6
Wild Rose, ⅓ gross	6.
Omega	6
Union Leader	6
Red Man, ¼ gross	6.

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.5
Yeast Foam, 1½ doz "	.5

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, February 7, 1916. No. 6

The grocer who has created the impression that no goods are quite so good as his, no store quite so pleasant as his, no service quite so friendly and accommodating as his, will hold most of his customers no matter how many Economy stores there are. Who can create that impression? Every grocer who deserves to.

Contributor Says the "Stroller's" Friend Didn't Know How to Introduce an Unknown Brand. He Tells How.

The New Stevens Bill Would Allow Retailers to Hold Half-Year "Seasonal" Sales of Odds and Ends at a Price.

Food Commissioner Tells Why Fruit Acid Test is Needed to Prevent Fraud.

Does the Pennsylvania State Workmen's Insurance Fund Give Employers Proper Protection?

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

MR. GROCER:—

Are you getting your share of the extra business that is being developed in your district by our present advertising of

HEINZ TOMATO KETCHUP
HEINZ CHILI SAUCE
HEINZ TOMATO SOUP

A window or counter display of these varieties at this time will make money for you. Ask our salesman for special window advertising.

H. J. HEINZ COMPANY

57 Varieties

PURE FOOD PRODUCTS

Say to Your Customers
USE
HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

WASHES AND BLUES AT ONE TIME
NEEDS NO RUBBING
GUARANTEED HARMLESS
CHASE-O
LAUNDRY CRYSTALS
MAKES THE CLOTHES CLEAN AND SWEET
MANUFACTURED BY
CHASE-O MFG CO
PHILADELPHIA, U.S.A.

Women Will Confirm This

There are other washing helps beside **Chase-O**, but every other has some weak point. One distributes the bluing unevenly, another gums the clothes up with paraffine, and so on.

Chase-O is an absolutely perfect product. It will cut the work of washing in half. We would be exceedingly foolish to make this statement if it wasn't true. Try **Chase-O** yourself, and then tell your customers what it did for you. Used with boiling water and a little soap. Nickel a box and good profit.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

What Do You Think of This?

¶ We struck a grocer not long ago that wouldn't have anything but **Wheatena** on his own table, but wouldn't stock it because he thought he handled enough cereals!

¶ Could anything surpass the inconsistency of that? How many of his customers were as insistent about a cereal as he was about **Wheatena**?

¶ That really is typical of the way **Wheatena** gets and stays in. Packed and guaranteed quite differently from other cereals.

The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Assoc'n

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Get This List—It Will Help You

Any grocer by writing to the American Specialty Manufacturers' Association, 100 Hudson street, New York, or the Philadelphia Association of Manufacturers' Representatives, Bourse Building, Philadelphia, Pa., can get a handy list of names of manufacturers who use one or the other of the above stamps on their specialty orders.

Not only will it be a list of users of stamps, but it will be a list of the leading American Manufacturers of Specialties—men who would deal fairly by the retailer without the stamps, but who are willing to go further and give the printed assurance of that fact.

No grocer has ever been treated discourteously, dishonestly or unfairly through any specialty order with a stamp on it.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

Because one nationally advertised brand has become the sport of cutters, don't conclude that that makes all nationally advertised products bad merchandise for you to handle.

There is another brand, equally well advertised, which has not become the sport of cutters. The point is stay close by the advertising of *some* manufacturer. It means getting business which somebody else worked up.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

Modern Merchant
AND
Grocery World

ublished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

L. LXI. PHILADELPHIA, February 7, 1916. No. 6.

dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
ERY WORLD PUBLICATION CO.
AT
)27 Arch Street, Philadelphia.
TELEPHONES:
'ilbert 3286
'ilbert 3287 Keystone, Race 746
Exchange.

Checks and Drafts payable to the Gro-orld Publication Co.

ndependent journal published ex-ly in the interests of modern mer- of all classes.

ELTON J. BUCKLEY, Editor.
DAVID EZEKIEL, Advertising Manager.

ription Rates, Including Postage, Payable in Advance:

PER YEAR	
ted States and Mexico	$3.00
ada	3.50
it Britain and Continent of Europe Asia	4.50
Copies	.10

Contents.

PAGE

Pennsylvania State Insurance nd for Workmen's Compen-ion Sound? 6

Fruit Acid Test Prevents aud 6

ew York Letter 8

Man Says "The Stroller's" iend Didn't Use Intelligence Introducing Unknown Brand Canned Soup 8

al 10
her Important Concession as the Stevens Bill.
Statements About the Mail der Business.
ort This Bill.
Law Violators and Citizen-p.

Reading and Remembering.. 10

PAGE

The Eelgrass of Business—Look Out for It 11

Correspondence 12

Bill to Penalize All Forms of Mis-branding 13

The Grocery Markets 14

Individual Market Reports 15

Among the Trade 17

Association News 18

"The Stroller's" Column (Contrib-uted) 20
Here's a Puzzle.

Selling Talks with Clerks 20

Pennsylvania Organization Notes... 20

Legal Department 22
No. 349.—When You Buy a Busi-ness and Find It Isn't Doing What the Seller Claims.

Weekly Window Display Sugges-tions 22

Science of Advertising 24

The "Amended" Stevens Bill Is a Brand New Measure 24

Subscribers' Bargain List 27

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 21

American Specialty Manufacturers' Association 3

Anderson Computing Scale Co., The, 14

Borden's Condensed Milk Co. 25

Buckley, Elton J. 6

Burk, Louis 9

California Associated Raisin Co..... 12

Chase-O Manufacturing Co...Cover 2

Crescent Manufacturing Co. 18

Corn Products Refining Co. 16

Davis & Davis 14

Dayton Moneyweight Scale Co..... 18

Diamond Match Co., The 21

Duryee & Barwise 17

Fels & Co. 14

Fleischmann's Yeast 18

Franklin Sugar Refining Co., The.. 23

Forbes, J. P. 14

Genesee Pure Food Co., The..... 17

Hamilton Corporation, The 9

Heinz & Co, H. J. .....Cover 2

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books 14

International Harvester Co. 19

Lautz Bros. Co. .....Cover 2

PAGE

Lipton, Thomas J. .....Cover 4

Loose-Wiles Biscuit Co. 26

Manufacturers' Representatives' (As-sociation of) 3

Mapleine 18

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products.... 4

Philadelphia Electric Co. 18

Piqua Bracket Co. 19

Sanitary Metal Basket Co. 18

Sperry & Hutchinson 9

Star Egg Carrier and Tray Mfg. Co., 17

Tanglefoot .....Cover 4

Tetley & Co., Inc., Joseph 15

Troemner, Henry .....Cover 3

Vogt & Sons, Inc. 19

Wells & Richardson Co. 11

Wheatena Co., The .....Cover 2

Where to Get Premium Goods..... 4

Wilbur & Sons, Inc., H. O. 7

Wilkinson's Sons, C. 27

Wrigley & Co., Wm. 13

Written for the "Modern Merchant and Grocery World."

Is the Pennsylvania State Insurance Fund for Workmen's Compensation Sound?

Old Companies Say That the Employers Who Take Workmen's Compensation Insurance With the State Are Taking a Great Risk. Charge That the Politieal Control, and the Laek of Large Finaneial Baeking and So On, Are Chief Elements of Weakness. Assistant Manager of the State Fund Answers These Arguments.

[There has for several months been a controversy on between the regular liability insurance companies, who are writing business under the Pennsylvania Workmen's Compensation Act, and the State Workmen's Insurance Fund, which is writing business in competition with the old companies, but at 10 per cent. lower rate. The old companies have not hesitated to say that the State Fund would probably fail, because it was run by politicians, who never succeeded in any business venture; because it had no financial strength compared with the old companies, and so on. All this is of paramount interest to the large number of employers who have insured with the State Fund, of which there are about 7,000 so far. The "Modern Merchant and Grocery World" has received a statement from Albert L. Allen, assistant manager of the State Workmen's Insurance Fund, in which he seeks to refute all the arguments which are made against the State Fund. The greater part of this statement appears below.—Ed.]

The premium income of the State Workmen's Compensation Insurance Fund for 1916 will undoubtedly exceed one million dollars. More than 7,000 employers from all sections of Pennsylvania have insured their compensation liability in the State Fund and at the present time the premium income is approximately $700,000. This volume of business places the State Fund among the leaders of the companies writing this class of insurance in Pennsylvania.

The financial soundness of the State Fund is definitely assured within the first month of its existence. Virtually every class of risk is represented among the 7,000 policies issued, with a preponderance of exceptionally good risks. The prediction that the State Fund would be the dumping ground for undesirable risks, known in insurance parlance as "cats and dogs," has been completely disproved by the actual experience of the fund.

The success of the State Fund has been achieved in spite of marked antagonism regrettably noticeable in the activities for business by some insurance agents and brokers, who have constantly argued that the State Fund could not be successful.

As a matter of arithmetic, it might be well to consider the present status of the State Fund with the status of any stock company which may be considered to have written a proportionate amount of insurance. The State Fund has, as premium income, $700,000 with which to pay claims. That aggregate amount more than represents what competent actuaries have decided from past experience is adequate to meet all claims accruing from the classes of employment the separate policies cover.

A stock company considered as having written a proportionate amount of business would have approximately $778,000 of premium income because the State Fund may write insurance at 90 per cent. of the rates allowed stock companies. But the stock company figures on using only 57½ per cent. of the $778,000 for the actual payments of claims. The other 42½ per cent. goes for overhead charges, agents' and brokers' commissions on the securing of business and for profits.

Thus the stock company would have approximately $447,000 to pay claims from $778,000 premium income. On the other hand, the State Fund has $700,000 with which to meet the same claims that the stock company would figure on paying out of approximately $447,000.

This advantageous condition in favor of the State Fund is due to the fact that the Legislature has appropriated the funds to pay all operating costs of the State Fund, excepting the payment of claims. A comparison of the amount the State Fund has available for the payment of claims with the amount the stock companies deem adequate graphically depicts why the State Fund will be able to return proportionately to its subscribers at the end of the year substantial dividends and afford them even cheaper insurance than the initial 10 per cent. reduction provided.

Catastrophes cannot impair the financial stability of the State Workmen's Insurance Fund. The catastrophe hazard of the State Fund has been reinsured in excess of $50.000. That means that any single catastrophe in which employees were killed or injured to create claims of say $150,000 against the State Fund, every dollar in excess of $50,000 for those claims would be paid from other sources than from the revenues of the State Workmen's Insurance Fund.

Unsuccessful insurance funds operated by one or two other States are cited as examples of failure of State insurance, although the cases are in no sense parallel with Pennsylvania. The West Virginia State Fund is cited as a fund that became bankrupt. The West Virginia Fund was compelled by the Legislature to charge a rate not to exceed $1 per one hundred dollars of annual payroll, even for the most hazardous risks. That amount was declared inadequate and experience has proved it to be inadequate, especially in a coal mining State.

By way of contrast with the West Virginia State Fund, the New York State Fund may be cited as one which has been eminently successful and has paid dividends averaging 20 per cent.

Another threadbare argument advanced against the State Fund is that it does not cover public liability, nor does it pay damages for disfigurement. The State Fund does not sell public liability insurance at all. A stock company that sells compensation insurance may also sell public liability insurance, but the sale of public liability insurance is a separate transaction and the rate must be separate from and additional to the rate charged for the compensation risk.

The argument that the State Fund does not protect an employer against common law action for disfigurement, loss of services, etc., on account of injuries sustained by an employee under the Compensation Act is negligible. The employee who has accepted the provisions of the Compensation Act has no recourse at common law.

The State Workmen's Insurance Fund offers as its advantages compensation liability insurance at cost. Its initial rate is 10 per c below the rate charged by s companies with the prospect of stantial dividends at the end of year. The State Fund offer guarantee of absolutely no ass ment against its subscribers. It moves absolutely from an empl the probability of a lien being tered against his property. It is only form of insurance which give this advantage. The liab of an employer insured in the S Fund is transferred immediatel the fund when an employee is jured. The employer's propert secure against liens that the inju employee might enter to prevent sale of the employer's propert he were insured in a private c pany.

Albert L. Allen
Assistant Manager State Wo men's Insurance Fund.
Harrisburg, Pa., February 1, 1

How Fruit Acid Test Preve Fraud in Sale of Orange and Grapefruit.

Food Commissioner Ladd Says Way to Tell Whether Oranges Grapefruit Have Been Artific Yellowed so as to Appear Rip to Measure the Acid in Compar With Solids.

During the past few years th has been considerable compl that the oranges received in State were not always satisfact some of these have been frost others immature; while still ot have been so artificially treate to have the appearance of being when in reality they were green.

If you will examine the wrap of some of these oranges you find a statement similar to t "Color of this fruit accelerated sweating." Samples of "Sun-K oranges shipped into the State w the label, "California Fruit Gr ers' Exchange," were found to l this statement, also those from lare County, California, la "Pure Gold Quality."

The sale of this class of imma oranges injures the trade in

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery Worl
Attorney and Counselor at L
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone Race 746

le come to use less and less of valuable fruit instead of larger tities as should be the case. immature fruit should be other- utilized and not retailed for mption. Even though the in- ual oranges be labeled with statement, "Color of this fruit erated by sweating," the sale ld not be permitted because the has been so treated as to make pear better than it really is.

e Federal authorities have ten- ly adopted for guidance a lard that Florida and Califor- ranges are not to be considered re if the juice does not con- soluble solids equal or in ex- of 8 parts to each part of acid ined in the juice as citric acid ut water of crystalization.

me of the oranges recently ased and examined by the De- nent show a very wide range in ts; the lowest showing acids to s of 1 to 5.6 and others as high to 16.6, or nearly three times mount of solids to each part of for the best sample compared the poorest.

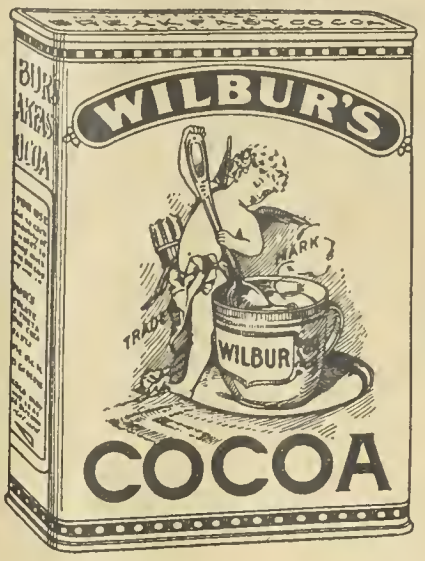
e solids are the sugar. In samples there was one per of acid to only 5.6 per cent. of s, showing clearly that the was artificially ripened and looked ripe. One sample ed only 1 per cent. of acid to per cent. of solids, which is as good as the Government ard.

veral of the above samples are l under the tentative standards lealers have been notified ac- ngly.

e same statement applies to fruit as to oranges, with re- to methods of treatment by ting in a warm, moist atmos- so as to make the fruit re- le ripe grapefruit or by ship- the grapefruit or oranges in l cars and keeping them on the for some time, processes of ing have been induced, giving uit the appearance of ripeness in reality it is green.

e Federal tentative standards rapefruit are that the same will nsidered immature if the juice not contain soluble solids in s of 7 parts to every part of ontained in the juice, the acid- be calculated as citric acid ut water of crystallization.

few samples of grapefruit re- examined showed similar re- One sample showed 1 per



60 Ways to Use

WILBUR'S COCOA IS BEST FOR

Made in Philadelphia

are the 60 good reasons why wise housewives buy it and wise dealers push it. We keep consumers interested by steady advertising, we keep them pleased by maintaining quality and purity. No wonder WILBUR'S

SELLS LIKE SIXTY

and leads all others in sales to consumers and profits to dealers.

Tell your customers about the 60 delicious cakes, cake icings, puddings, sauces, desserts and candies they can make with WILBUR'S COCOA and you'll find it easy to sell them the *big pound cans* of WILBUR'S.

WITH THE BIG PROFIT

instead of the small quarter pounds of other cocoas with the small profit.

Let us send you a supply of our complete Cocoa Recipe Books—"Cooks' Tours Through Wilburland"—and our special plan for helping you increase your sales.

H. O. Wilbur & Sons, Inc.
PHILADELPHIA

Baking
Cakes
Cake Icings
Charlottes
Custards
Ice Cream
Puddings
Pies
Sauces
Desserts
Candy
Hot Cocoa
Iced Cocoa
Cocoa Syrup

SAY TO CUSTOMERS

"When you use WILBUR'S COCOA for icing cakes, you don't have to cook it like chocolate. This saves time and trouble and there's no danger of your icing being lumpy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

cent. of acid to 4.7 per cent. of solids (sugar). This showed that the color of the skin was the only ripe thing about it. The best sample showed 1 part of acid to 7.3 parts of solids. Only two of the nine samples were found to conform with the minimum standard, and none of the grapefruits are to be considered as of good quality when judged by the ratio of acid to solids.

The sale of this class of citrus fruits is a positive detriment in that people soon discontinue buying altogether and the sale of a valuable article is much lessened, whereas the offering of good products would be followed by largely increased demands.

E. F. LADD,
Food Commissioner North Dakota.
Fargo, N. D., February 1, 1916.

Aluminum Advertising Company Loses Again.

Another case wherein the Aluminum Advertising Co., of Maywood, Ill., a scheme company, previously referred to in these columns, which takes notes from retailers which it "sells" to other people, attempted to enforce payment for aluminum ware in connection with its "punch card" scheme, has recently been decided in favor of a grocer who resisted payment on the ground that the transaction was fraudulent. This case was decided in the Circuit Court at St. Louis, the defendant being C. Goebel, a grocer, doing business at 6102 Delmar avenue. Goebel, however, did not give the company his note, but a check dated 30 days ahead, which operated practically the same as a note. This case has been in the courts for nearly a year and a half, the Aluminum Advertising Co. securing a verdict in a Justice Court, Goebel appealing from the decision. This case was one coming under the "innocent purchaser" act, the check having been transferred to L. H. Watson, who was the president of the "Aluminum Ware Co." of Maywood, Ill. According to Mr. Goebel's story, the agent of the aluminum concern appeared at his store in the spring of 1914 and sold him 40 pieces of aluminum ware at $2 each, agreeing to bring him 100 customers for the goods, who would sign the punch cards. Mr. Goebel paid $40 in cash and gave a check for $40, but he took the precaution to date the check 30 days ahead as a protection in case the company did not fulfill its contract to furnish the customers. Later the solicitor came into the store with the cards, but stated that he could not turn them in to Goebel, as they first had to go into the office. This was the last the grocer heard of the cards, but no customers appeared, indicating that they were not genuine, and Mr Goebel found himself with the aluminum ware on his hands, which it was impossible to sell at any price. He then stopped payment on the check. The court has now decided in his favor.

Written for the "Modern Merchant and Grocery World."

This Man Says the "Stroller's" Friend Didn't Use Intelligence in Introducing Unknown Brand of Canned Soup

Outlines a Plan of Free Sampling, Which is Largely in Use by Manufacturers. Would Be Good for Business, Even if it Didn't Get the Soup In.

In your issue of January 31st there is an article headed, "What's the Answer?" signed "The Stroller," and discussing the sale of unknown brands. It seems to me that both the "Stroller" and his friend missed a trick in the Mrs. Patterson's case. What should have been done here is this. If the unknown soup was as good as the grocer claimed, and he was anxious to establish it, he should have taken a leaf from our manufacturing friend's note book and given Mrs. Patterson a can to try. That could have been done with the remark, "All right, Mrs. Patterson, I believed as you believed that such and such a soup was the very best on the market until I tried this. I am now convinced that this is far superior. I am so certain that your judgment will agree with mine that I am going to ask you to try it with my compliments."

Can you see Mrs. Patterson refusing a free can of soup?

Manufacturers gladly give samples in order to get their goods started and in many cases they give full size packages. If I had been the grocer and wanted to introduce that soup very badly I would have made a list of my customers who were regular users of soup and given each one a can to try, instilling the thought that this soup was better than any other on the market. Suppose I had to give away two or three dozen, the entire cost would not have been over $2 or $3. In doing this I would establish a reputation for being generous, thus tieing my trade to me closer than ever. I would also have this asurance: No one in my locality would be able to cut the price and the chance is the advertised brand is being sold, if not regularly, at times, three for a quarter.

The grocer was likely buying his soup for less than what the advertised brand cost, so it would not take long for him to make up the expense of the sampling. This is being done by live dealers all the time. Men who are not in a rut, who are keeping their eyes open to see what is going on around them, have soon found ways to introduce high grade profitable goods.

Some years ago I was handling a line of mighty fine spices, so good that I did not believe it possible for any to be better, with the result I refused for a long time to look at any samples. Final salesman came to me and said have without question the fi line of spices on the market. know that you believe that y are the best, but I am sure th can convince you if you will me the opportunity, that they do begin to compare with mine mine do not cost any more." luctantly I examined these sp and found that what I had posed to be the best were now near the equal of the others. taught me a lesson that I never forgotten.

Philadelphia, Pa.,
February 2, 191

The New York Letter

Jewel Tea Co. Shining Example of Value of Premiu New Anti-Monopoly Law Suit. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, February 4, 1916.

The Jewel Tea Co., about which some reference was made last week, is in some respects one of the most remarkable concerns in the United States. It is perhaps the greatest living proof of the value of premiums in building up a business.

Premiums offered by the Jewel Tea Co. consist of all kinds of heavy aluminum utensils, chinaware, glassware, mirrors, etc.

The plan on which the company operates is unique. The route wagon man approaches a housewife and offers to give her any one of the premiums with her first pound of coffee or tea. Delivery of the premium is made on the spot, the premium in each case being worth much more than the coffee or tea purchased. The premium, however, remains the property of the company until the purchases total a certain amount. If the consumer discontinues buying before the required amount is purchased, then the premium goes back to the company. The purchaser is not obligated to buy any certain amount, but is obligated to return the premium if that amount is not purchased. The unusual and impelling feature of the scheme is that the consumer gets a valuable premium on the first purchase. It is the trading stamp scheme reversed. Of course, all sales are for spot cash.

The Jewel Tea Co. was organized in Chicago in 1899, with a capital of $700 One year later its assets were about $4,000 and it owned one wagon. In 1904 the capital stock was increased to $25,000 and two years after that to $500,000. The president, Mr. F. V. Skiff, says that only about $40,000 in cash was invested in the business. balance represents earnings. This wonderful achievement, when it i membered that the company now c assets of $3,500,000, and it is now creasing its capitalization to $16,000

In the statements which are now ing used to sell the increase in company's stock, it is said that in the gross sales were $1,737,000, the gross sales in 1915 were $7,750 The net earnings for 1915 were $1, 000. The largest part of the comp business is from house-to-house, the company claims to have a mi customers. It is the largest tea coffee peddling business concern i world.

* * *

The Merchants' Association is templating having introduced in Legislature a bill to prevent fals vertising of sales, purporting t made by order of the court. Ther sprung up among itinerant vendo this city a scheme of advertisin sale of merchandise on the a ground that it was made necessa some order of the court. This, argue with some plausibility, giv standing to the sale, which othe it does not have.

The law which the Merchants' A ciation has in contemplation w make it a criminal offense to do if it was not true.

* * *

Mr. S. W. Eckman, for several sales and advertising manager for Babbitt, Inc., has resigned from company and will very shortly r His new field will be the export field is a great believer in the coming d opment of trade with South Am and expects to represent some

(Continued on page 17.)

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles — hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

"S. H." Green Stamps

Hamilton COUPONS · The Sperry Magazine

THE TRIPLE APPEAL

¶ THE "Sperry" Service makes the sale when your competitor offers the same quality of goods at an equally attractive price --- Give the customer a reason for always going to your store FIRST!

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

Another Important Concession as to the Stevens Bill.

It appears that the American Fair Trade League, which is composed of manufacturers who are working for the Stevens bill (which would permit manufacturers of trade-marked products to fix the retail price) has been compelled to make still another recession from the stiff-necked and selfish position assumed sometime ago.

The original Stevens bill, as to trade-marked merchandise, would have completely killed a custom which has marked the retail trade from time immemorial; i. e., the custom of cleaning up odds and ends of stock at a price. As this paper repeatedly pointed out, no odds and ends of trade-marked goods could have been cleaned up at a price unless the manufacturer agreed, which he almost never would do.

Secretary Whittier pooh-poohed this argument with great contempt. He tried to show from the wording of the act why it was not true, and when that failed, he urged that manufacturers could be depended upon to be accommodating, but even this did not satisfy. Now he has amended his bill, which he should have done in the beginning. The following is the new portion:

> (c) Such contracts for the sale of such article or articles of commerce may provide for seasonal disposal sales, twice yearly at appropriate times, by dealers at retail, during which periods, duly set forth in such statement or in such schedule of prices as shall be filed by such vendor, such dealers at retail may sell such article or articles of commerce for a price other than the uniform price as set forth in the schedule provided in the preceding paragraph (b): Provided, That such article or articles of commerce shall have first been offered to the vendor, by such dealer at retail, by written offer, at the price paid for the same by such dealer, and that such vendor, not less than 30 days prior to the date set forth for the next seasonal disposal sale, after reasonable opportunity to inspect such article or articles, shall have refused or neglected to accept such offer.

This allows clean-up sales twice a year, at a price, provided the retailer has first tried to sell the goods back to the manufacturer at the price paid, and been refused. This is much better than the first bill, but why limit the clean-up sales to twice a year? In the case of perishable trade-marked goods such as cereals, I cannot see a twice-a-year sale bringing much benefit to the grocer.

The chance is that after the American Fair Trade League has been compelled to correct some more of the injustices of the Stevens bill, it may become a worthy measure, well worth passing.

Support This Bill.

There was a bill introduced in Congress last Monday which should at once be given the support of the united mercantile interests of the United States. It prohibits the shipment into interstate commerce of *any* product which is misbranded. It is one of the curious inconsistencies of our national life that no such measure has appeared before. Such a bill as to food and drugs has existed since 1906, but products other than food and drugs have continuously been misbranded almost without restriction. I say what I have repeatedly said before, and nobody has ever denied it, that all products ought to be treated like food and drugs are treated. As obvious as that seems, nobody seems to have been especially struck with its force up to this time.

The man who starts out to find products that will have to change their status if the Barkley bill becomes a law, will not need to go more than ten feet to get plenty of material. I will cite one case. There is at present being shipped in interstate commerce, and advertised and sold in many States, a product sold as mule's skin. Naturally everybody believes it to be the hide of a mule, used for the same purposes as horsehide. Yet it is nothing but an imitation leather. This product couldn't last a week if the food law applied to it, for it is a plain case of misbranding. If the Barkley bill passes, it and a thousand other frauds like it, will take new names over night.

False Statements About the Mail Order Business.

An article on the mail-order business in last week's "Outlook" has some interesting statements in it. The writer, Theodore H. Price, says that his investigations show that an article which would cost $1.75 in an average retail store, can be bought for $1.37 from a mail-order house, plus the freight or postage. The expense of doing a mail-order business he finds is 20 per cent. on selling price and the net profit 10 per cent. on cost. The saving of 37½ per cent. by buying through the mail-order house comes from the elimination of the jobber, who costs the deal, according to his calculation, 23 per cent., and the fact that the expense and profit of the mail-order house are both lower than those of the average retailer. Mr. Price figures that the average article that the retailer gets $1.75 for was sold by the manufacturer at $1.

The opposition of the local retailer to mail-order houses is thus dismissed as of no importance:—

> When mail order houses commenced to succeed they were attacked because it was alleged that they were ruining the "home merchant" by underselling him. This criticism need not be seriously considered. It is one that is always directed at any machine or organization that adds to human wealth or comfort by saving labor or i creasing economic efficiency.
>
> The truth is that any dev which reduces the cost of the thin men consume must add to t wealth of the community; a while it may result in the temp rary displacement of some o class, it is ultimately to the adva tage of all because it reduces t cost of living and adds to the co fort of existence.

Of course the question is, the mail-order house help n people than it hurts? If it ena a thousand people to save mo and in the process destroys on two retailers, I suppose we w have to admit that it comple justified its existence. But it is true that the mail-order house a ages such a saving as Mr. P mentions. Every retailer who compared mail-order prices with own, knows that there is no s difference as that. If there w the mail-order house would doing five times its present busin and the retailers would be d like flies from its competition.

The mail-order house offers s things cheap and other things d when freight charges are con ered.

Food Law Violators and Citizenship.

The follow is from a Phila phia paper of Wednesday:

> Two food law violators were r fused citizenship papers by Judg Rogers in Quarter Sessions Cou yesterday on the ground that b their offenses they had prove themselves to be undesirable.
>
> The applicants turned down b the Court were Morris Bressler, 1643 N. Marshall street, and Josep Gratz, of 1023 Poplar street. Bres ler was convicted in January, 191 of selling rotten eggs for food pu poses and was fined $200. Gra was twice convicted in six year the first time for selling unwhol some meat and again for selli unborn calf for food purposes.

Now this may have been the thing that ought to have b done, and it may have been rankest injustice. Not all violati of the food laws make a man u to be a citizen, though some without a doubt. Many a c scientious and careful grocer been caught in some food law v lation which involved absolut no moral guilt. To deprive a m of citizenship for that would b crime. I don't know anythi about the cases against Bressler a

Worth Reading and Remembering

Teach your clerks to be careful in all things. Not to give overweight or underweight. Not to handle stock carelessly. Not to forget to make proper records of cash sales, goods sold on credit, money paid on account, and money paid out. Show them how to properly wrap parcels and handle stock without waste.

Show your clerks the value of suggesting goods to customers. When they learn to show customers the goods you handle, you will have no difficulty in moving stock.

ratz, but it occurs to me that the udge should have—perhaps he did -assured himself that they were ot cases involving mere inadertences, but actual and deliberate iolations of law.

It occurs to me also to say that these aliens *were* found guilty of ctual and deliberate violations of w, and for that offense became nfit for American citizenship, they lso became unfit to do business in is country and ought to be deorted.

Weight and Measure Regulation Changed.

A modification of the regulations for arking the weight or measure of the ntents of food packages has been nounced by the United States Dertment of Agriculture in Food Inection Decision 163. This permits e use of fractions in indicating eight and measure when there exists definite trade custom for their use. nder previous rulings a package conining one-half gallon should be arked as two quarts, but now it may marked as one-half gallon. This cision permits the use of the metric stem in marking food packages, when is system is preferred, and specifies e terms in which weight or measure ould be stated when the metric sysm is used.

Written for the "Modern Merchant and Grocery World."

The Eelgrass of Business—Look Out for It

Chicago Contributor Likens Some Men's Business to a Boat Race That One Contestant Lost by Eelgrass. How to Know Eelgrass and How to Avoid It.

Back in 1883 or thereabout, when Yale and Harvard were rowing their annual boat race, the Yale coxswain steered his boat too near the eastern shore of the river. Suddenly the Yale boat's speed slackened—dropped to less than half, and Harvard, rowing no harder or better than Yale, won by nearly a mile. Eelgrass—a seaweed—had lost Yale the race!

This is the time of the year—the "balancing" time with the ledger—when we're all forced to see "where we're at." We've been rowing a race for twelve months. Have we won it—or lost? If lost—what's the *why*?

Each for himself now knows which it is. But whether a gain or a loss, our boat may have been in the eelgrass.

Do you know the dangers of eelgrass in business? They are many, and some like the eelgrass, lie out of sight. Their chief sign is slackening of speed. Be sure you're awake to the symptom.

If you see from the year's trial balance you need to do better next year or "go broke", or want to do better just to increase your profits, whichever the reason, examine your business for eelgrass.

Some of the things to examine are these:—

Is your buying as wise as it should be? Do you buy the things which sell best—what your trade really needs? Or do you buy what *you* want—because of profit per pound—but through which, in the end, you make far less money because of slow sales. If so, change your system—make your "turnovers" quickly. Slow sales indicate eelgrass.

Do you watch carefully your credits? What percentage of profits did you lose last year? Find the *why* of the losses—*who* made them. And was it the fault of the collecting? These things are long eelgrass.

Have you tried to get business by cutting of prices? Might as well get a basket—heap it with dimes, quarters and dollars—put it on the counter, then paint a big sign "Help yourselves." Do that? Not much! Then see that you don't by *not cutting prices*. Cutting prices is eelgrass.

Do you take every cash discount, or are your assets part "water"—shallow water at that? If so, do less business—shallow water breeds eelgrass.

Do you advertise well? Do you use printers' ink in an up-to-date way? Do you talk, in circulars and press, with a *pull*? If you don't—watch out—you're near eelgrass.

Is your store noted for cleanness? Are your clerks "spick and span"? Are floors white—glass spotlessly clear? Is it the show place of town

Standard Products Always Sell

Dandelion Brand Butter Color is a standard product. For more than a quarter century it has been given the preference by financially successful butter makers.

"Dandelion Brand" Butter Color

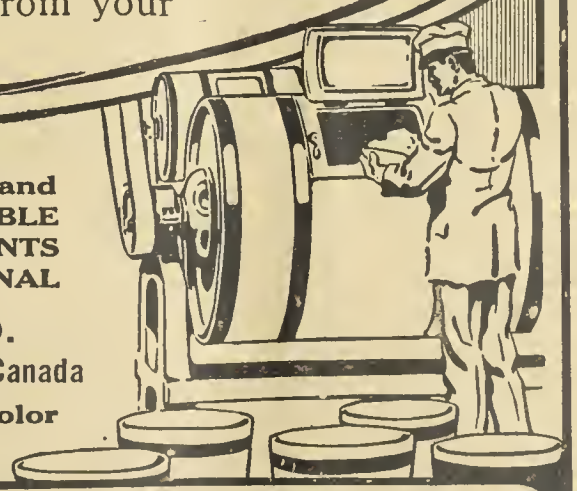
Your customers expect you to carry standard products. Don't fail them and force them to buy from your competitor.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

in your line? If your answer is "Yes"—then there's no fear of eelgrass.

Do you have up-to-date fixtures? Is your store brilliant at night—is it always inviting? All these things make for big profits. Where they grow there's no eelgrass.

And now let me ask—and this is the key of success—are your weights always "full"—do your goods equal your "brag"? Do you deliver as promised? Are you serving your fellows and taking what comes? Then, sure as you live, what will come will be good—for you're winning the race fair and square—where the water is open—and where the water is deep—and where the water is open there's no chance for eelgrass!

W. J. SHERER.

Chicago, Ill., February 2, 1916.

Western Chain Store Has New Selling Idea.

To stimulate early morning business, the Heller chain of eight grocery stores in San Diego, Cal., has inaugurated a daily special sale for each forenoon of the week, except Saturday. On a selected list of articles bought over the counter or ordered by phone before 11 o'clock, especially low prices are quoted, The plan is admittedly an experiment, which the company frankly states will be discontinued if it fails to produce the desired results.

Announcing the plan, the company says:—

> The eight Heller stores, always on the alert to eliminate every unnecessary expense, find a new way to cut the cost of doing business—a way to offer the consumers another benefit in the matter of lowered prices.
>
> Commencing Monday morning, each Heller store will offer special sales on groceries and foodstuffs between the hours of 7 and 11 o'clock A. M. each day (except Saturday). Nothing will be sold after 11 o'clock, except at the regular prices.
>
> These sales will be conducted for at least 30 days, and longer if found that the consumers are taking advantage of the savings.
>
> In offering certain articles each morning at less than wholesale cost, it is believed business during the morning hours can be greatly increased. If this is done, it will relieve pressure on the salesforce during the busy afternoons and the stores can be operated at less cost.

Opening specials included beet sugar at 6 cents, cane sugar at 6.3 cents, Gold Dust at 17 cents, laundry soap 8 for 25 cents, picnic hams 10 cents, standard tomatoes 4 for 25 cents.

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co.
Membership 6,000 Growers
Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 11 Hudson St., New York

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Manufacturers of Certain Drugs.

Wernersville, Pa., Feb. 2, 1916.

To the Editor.

Dear Sir:—Will you please give me the names and addresses of the manufacturers of cream of tartar, ammonia carbonate and bicarbonate of soda.

Thanking you in advance, I remain,

Very truly yours,
L. R. ATHERTON.

A. Colburn & Co., Second and Arch streets, Philadelphia; Smith, Kline & French, Fifth and Arch streets, Philadelphia; McCormick & Co., Baltimore, Md.

* * *

Wanted, a Cheese Globe.

Plainfield, N. J., Feb. 2, 1916.

To the Editor.

Dear Sir:—Would like to have a 14 or 16-inch cheese globe. Do you know where we can get same?

Thanking you in advance for an answer in enclosed stamped envelope.

Yours truly,
A SUBSCRIBER.

Try H. F. Heacock, 123 North second street, Philadelphia.

* * *

Where to Get the Mimeograph.

Berwick, Pa., Jan. 25, 1916.

To the Editor.

Dear Sir:—Would like to have the address of some firm that sells the mimeograph, or will buy a second-hand one if in good condition. Thanking you in advance for your trouble, I remain,

Yours respectfully,
FLOYD KLINETOB.

A. B. Dick Co., Chicago, Ill., make the mimeograph.

* * *

A Freight Collecting Scheme.

Manning, S. C., Jan. 27, 1916.

To the Editor.

Dear Sir:—Will you kindly give us some information as to the reliability of the Traffic Investigation Bureau, 401 Empire Building, Atlanta, Ga.?

This concern has been represented to us as a reliable freight adjusting bureau, but as they require an advance fee of $10, for which we are to reimburse ourselves with the first money collected for us until said collections exceed the $10, after which we continue on a 50-50 per cent. basis, we want to know about them.

Awaiting your prompt reply with interest, we beg to remain,

Very truly yours,
THE MANNING GROCERY CO., INC.

The "Traffic Investigation Bureau" appears to have no mercantile rating. We have never heard of this particular company, although we have had some experience and knowledge of other companies engaged in a similar line of business. Our impression of them, as a rule, is not favorable, particularly of those that require advance fees. There are some companies in the North that audit freight bills and collect freight overcharges for a certain percentage of the recovery, and of course a business house loses nothing, usually, by placing such accounts with firms of this sort. When all is said and done, they are simply collection agencies, with their services limited to collection from railroads. We have no reason whatever to think that they are any better than any other collection agency.

We suggest that you ask them to furnish you with several names of persons in your line of business for whom they have been successful.

* * *

Doing a Cash Business.

Birmingham, Ala., Jan. 26, 1916.

To the Editor.

Dear Sir:—Please tell me what is the most successful cash system of selling groceries in your city. I want the newest system of getting your money as you go.

Is there any co-operative plan anywhere in your city succeeding, and how do they work it?

Thanking you very much in advance for your kindness in this matter.

Very truly,
T. L. DOUGLAS.

There is nothing specially new in this line in this territory. In Philadelphia there is nothing out of the ordinary except a few Economy stores, with the scheme of which this correspondent is dou less familiar. There are of cou plenty of cash chain stores.

There is no co-operative plan selling groceries to consumers this territory. Once in a wh somebody threatens to start o but it has never come to anythi

* * *

A Coffee Treatise.

Dunkirk, N. Y., Jan. 27, 1916.

To the Editor.

Dear Sir:—If you have a trea ise on blending and roasting coffee kindly advise me at onc care Humphrey, Jamestown, N.

Home address 508 William S Elmira, N. Y.

WM. W. BATEMAN.

There is a book on coffee calle "Coffee: Its History, Classificatic and Description," written by Jo M. Walsh and published by t Spice Mill Publishing Co., 9 Water Street, New York City.

* * *

Opposes the Fish Storage Bill.

New York, Feb. 3, 1916.

To the Editor.

Dear Sir:—H. R. 9674 is th number of a bill introduced in th House of Representatives in Wash ington by Mr. W. J. Cary, of Mil waukee, Wis., a bill to prevent th sale or transportation in interstat or foreign commerce of articles o food held in cold storage for mor than a certain time specified, etc.

This bill, amongst other items refers to fish, or the manufacture or products thereof, and limits th time for which such fish may b kept in cold storage to thre months. The bill makes no distinc tion between fresh, salted or pre served fish, but merely refers t fish. It is a well known fact tha during the hot summer month most of the salt and preserved fis and even some canned fish, must b kept in cold store so as to prever their spoiling. If the bill with th provisions now contained therei should become a law, it would spe ruin to the salt and preserved fis trade.

A similar bill was introduced i the House of Representatives i 1913 by Mr. McKellar. This un just bill was defeated at the time The Cary bill was introduced o January 21st, and on the 26th inst our Executive Committee addressed a letter to Mr. Cary pointing out t him the injustice of the provisions, and asking him to modify it so as to exempt from its provisions salted, preserved and prepared fis and meat, and it is hoped that Mr. Cary will comply with the request of the Chamber.

This bill is so far-reaching and so dangerous to the salt and preserved fish industries, not only of the United States, but also of those countries which export similar fish

the United States, that the Executive Committee of this Chamber ems it of the utmost importance ask its members, and all those terested in the fish trade to immeately address the representatives their State in Washington, and r foreign members to address the presentatives of their country in ashington, setting forth energetic otests against this bill (H. R. 74) so as to prevent its adoption its present form.

GUSTAVE PORGES,
Chairman of the Executive Committee of the Norwegian-American Chamber of Commerce, Inc., 139 Franklin street, New York.

Eggs in the Good Old Days.

An Ohio paper prints the following otations on groceries taken from an l counter book of 1825 in an East- Ohio town: Eggs, 4 cents a dozen; tter, 8 cents per pound; sugar, 10 ts per pound; pepper, 50 cents a und; green coffee, 30 cents a pound; , $1.50 a pound; bacon, 6¼ cents a und; whisky, 25 cents a gallon, eat, 45 cents a bushel; oats, 15 cents ushel; corn, 25 cents a bushel; mus- , 20 and 37½ cents a yard; calico, and 50 cents a yard; flowered wall per, 4½ cents a yard; salt, 2½ cents pound.

---

ill to Penalize All Forms of Misbranding.

portant Measure Presented to House Which Would Do to Other Products What Federal Food and Drug Law Does to Food and Drugs.

cial Correspondence of "Modern Merchant and Grocery World."

Washington, D. C., Feb. 3, 1916.

A bill designed to bar from interte commerce all misbranded articles, d which would apply the principle the pure food and drugs law to every mmodity was introduced in the use last Monday by Representative rkley, of Kentucky, chairman of a committee named by Chairman amson, of the House Committee on terstate and Foreign Commerce, to aft such legislation. The principle bodied in the bill is understood to ve the approval of the President. . Barkley's bill is a substitute for a zen or more independent bills calling "pure fabrics," "pure shoes," "pure tches" and various other articles. airman Adamson suggested a measthat would cover anything from a r of shoes to an automobile.

The bill provides as follows:—

That any person who shall ship, or deliver for shipment, from any State, Territory or the District of Columbia to any other State, Territory or the District of Columbia, or to any foreign country, or who shall receive in any State, Territory or the District of Columbia, from any other State, Territory or the District of Columbia, or foreign country, and having so received shall deliver in original unbroken packages, for pay or otherwise, or

DEALERS' NOTICE:

W. Wrigley Jr Co.

UNITED PSC

announces a

New Trade-Gripper

FULL OF PEP!

Delicious double-strength Peppermint chewing gum with the added attraction of a

United PROFIT-SHARING Coupon

in each 5c package.

It is being extensively advertised throughout the country:

Double wrapped and sealed. And every box has a 5-coupon certificate free to *you!*

Get in on this "Peppy" Campaign!

WRIGLEY'S SPEARMINT is a strong seller, too, and now has United Profit-Sharing Coupons. *Keep up your profits* on the "Wrigley Twin Mints," the biggest nickel's worth of pleasure and profit possible to buy!

Order from your Jobber to-day

TELL CUSTOMERS

"The Wrigley chewing gums are a big 5 cents' worth. United Profit-Sharing Coupons with them now—good toward valuable presents."

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

offer to deliver to any other person any such article so misbranded—or who shall sell or offer for sale or export such article—shall be guilty of a misdemeanor, and shall be fined not exceeding $500 for the first offense, and upon conviction for each subsequent offense shall be fined not exceeding $1,000, or be imprisoned for one year or both.

Provided, That no article shall be deemed misbranded when intended for exportation and when prepared, marked or packed in accordance with the specifications of the foreign purchaser, and when no substance, material, device or label is used in conflict with the laws of the foreign country to which the same is intended to be shipped.

HOLT.

A Novel Fixture.

Have you got your Climax Computing Slicer yet? You know this is the slicer that slices, weighs and figures up the price with the one operation. A mighty nice fixture to have in your store and one that will quickly pay for itself—you will sell so much more sliced meats that you will wonder where all the business is coming from. The novelty of the machine starts the housewives coming and the quality of the meats keeps it going. The Climax is made by the Anderson Computing Scale Co., of Anderson, Ind.—Advt.

PATENTS

and Trade-marks procured promptly
—and properly in all countries—

Davis & Davis, Washington, D. C.

The Grocery Markets

Tea.

The scarcity in freight room and the advancing prices in freights have caused directly and indirectly an advance in most teas during the week, principally the lower and medium grades are affected. Ceylons and Indias are up about 3 or 4 cents per pound within two weeks. Low-grade Congous are up about a cent and so are Formosas. The sole cause is the disturbance in the freight situation abroad, and prices may therefore recede again as soon as the freight situation is remedied. An active demand for the whole line is reported for tea.

Coffee.

Coffee is firmer than a week ago on account of a rather substantial advance in freight rates from Brazil. All grades of Rio and Santos are perhaps a ¼ cent higher than last week. The demand, however, is poor. Milds show no change and fair demand. Java and Mocha unchanged and quiet. Good Javas are very scarce.

Sugar.

The sugar situation has strengthened during the week and at the close all refiners are asking 6 cents for granulated. Raws are averaging 4.89 cents. The outlook seems rather firm, as the consumptive demand is always dull at this season, and if prices can be held now, it would seem as if they ought to hold from now on. There is still some beet granulated around, but none can be bought from first hands in Eastern markets.

Fish.

There has been no change in the mackerel situation during the week. Prices are firm and steadily maintained. This applies to Irish mackerel as well as Norway. Cod, hake and haddock are selling fairly at unchanged prices. Salmon is active for the season at steady to firm prices. Domestic sardines are unchanged, at the recently reported advance. Demand quiet. Foreign sardines all scarce and firm. Generally speaking, Norway mackerel are $10 per barrel above normal.

Canned Goods.

Tomatoes are unchanged on last week's basis. The situation still very firm. Tomatoes are still being taken to a certain extent. Spot corn is wanted and so is future corn. Peas are sluggish, both spot and future, although some few futures have been sold. Apples are unchanged and quiet. California canned goods quiet at ruling prices. Small Eastern staple canned goods are unchanged and without incident, except some spinach, which seems to be steadily growing firmer.

Syrup and Molasses.

Glucose shows no change for the week, but an advance is expected owing to the advance in corn. Sugar syrup unchanged and quiet. Compound syrup unchanged and fairly active. Molasses unchanged and in seasonable demand.

Dried Fruits.

Prunes are dull, without change in price, either in primary or secondary markets. Peaches and apricots are unchanged and in moderate demand. Raisins moving out every day at unchanged prices. Currants and other dried fruits quiet, without incident.

Beans and Peas.

Pea beans are perhaps a shade lower under last week, but not much. The situation is firm and high. Marrows are unchanged on the same basis as a week ago. Demand quiet. California limas are being shaded slightly, but not by every holder; demand fair. Green and Scotch peas unchanged and dull.

Butter.

The consumptive demand for butter is normal for the season. Stocks in storage are about what they were a year ago, but prices are about 15 points lower now. The market is healthy throughout on the present basis. I

THERE IS A REASON

why we send our books by the thousands year after year to the same people all over the United States. They realize their merit. Inexpensive. All sizes. Indexed. Accurate. Will get the cash. Control the credit customer. Prevent losses, disputes and forgotten charges. Almost eliminate bookkeeping, hold your transient cash trade, etc.

F. O. B. Destination.

We want you with us. No charge for samples or literature. No obligation

FORBES INDEXED COUPON BOOKS
WE HAVE SOLD MILLIONS OF THEM
J. P. FORBES, Forbes Building, Coshocton, Ohio

They Will Come In to See It Work

¶ People will come into your store to see the **Climax Computing Sanitary Slicer** work; it is so remarkable and so unusual.

¶ Slices, weighs and figures up the price. But you can buy the slicer alone if you like, and at that its the best slicer on the market.

¶ Don't think of buying a meat slicer before you see the Climax work.

THE ANDERSON COMPUTING SCALE CO.
ANDERSON, INDIANA

Fels-Naptha's Growth

is due to popularity of the soap with the wholesaler, retailer and (especially) the consumer.

Results in growth and sales (from such a combination) were inevitable.

And the basis of this popularity was the effective *Quality* of **Fels-Naptha.**

ere is any change it will likely be a ght advance.

Eggs.

Early in the week the market de- ned 2 cents, but advanced again to e same extent when the weather anged, and is firm at the present iting, at the same price ruling when e week opened. No change seems ely.

Cheese.

The cheese market is firm on account light stocks and prices have ad- nced about 1 cent per pound during e week. There is a good consumptive mand and a good export demand, and e entire situation is healthy, with no portant change in sight.

Provisions.

Everything in smoked meats is dull d unchanged, with a light consump- e demand. Both pure and compound d are steady and unchanged. Dried ef, barreled pork and canned meats e very dull, without change in price.

DIVIDUAL MARKET REPORTS.

Rice.

The activity noted last week contin- s. Although buyers are somewhat h to pay the prices exacted, a de- ee of confidence is displayed, and ite liberal purchases have been made r local and out-of-town account. Re- pts are moderate and all grades are vancing. Screenings are in light pply, and the market is practically re of stock which can be had at less an 4 cents. Fancy styles are also arce, the bulk of offerings being ue Rose and medium to choice qual- Honduras, which at the moment are ered at prices below parity of pro- cing markets.

Advices from the South along the lantic coast note a slackening de- nd. Carolinas moving out slowly.

At New Orleans, owing to the ac- e demand from foreign countries, e to the inability to secure foreign es, all low grades, including broken es, have been bought up and very tle remain in millers' hands. The ndition of the market on these grades almost panicky, as evidenced by the t that these grades are advancing arply. This condition has had the ect of advancing the Blue Rose mar- t and all grades are up a full ¼ cent. In the Interior, Southwest Louisiana, xas and Arkansas, the mills report increased inquiry from all sources d a better feeling is extant. Farmers holding rough rice firmer than ever d the fancy grades are up 50 cents barrel.

D. TALMAGE'S SONS CO.
New York and New Orleans.

Standard Canned Goods.

The buying of tomatoes last week r shipment out of the 1916 pack was ain quite active, and the orders came om a larger number of jobbers than re booked in the week previous. ie majority of the orders was for lots say, one to four carloads, but there re a number that exceeded the lat- figure, and they included all sizes of s. The confidence of the buyers in e outlook for the business is shown their liberal orders, and, unless the expected happens, it is reasonable to lieve that we are now seeing the nimum prices for 1916. The basis r the strong and active market for tures" has been fully stated in these ekly letters, and we believe it will y you to read again, from your file,

"Tetley's Teas, Please"

People don't simply ask for tea. When once they know the taste of the rich Tetley blend of India and Ceylon—the freshness and fragrance which the air-tight tin keeps in—the cleanliness and constant uniformity, they come back again and again with a firm but positive demand for

Tetley's Tea

Tetley advertising sends you trade, Tetley quality holds it. You can handle the largest volume of tea business with the least work by displaying and offering Tetley's to your customers.

Tetley's Teas please both the merchant and his customers. They attract and hold a trade that is both satisfactory and profitable. Both dealers and consumers recognize Tetley's as

The Standard for Purity *and* Excellence

JOSEPH TETLEY & CO., Inc., 108-110 Franklin St., New York

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"Because of the fine full flavor of Tetley's it goes further, and is therefore cheaper than any other tea."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Wherever Clothes Are Washed!

Women wash clothes to get them *clean*, so they don't like to use *dirty starch.* Wherever clothes are washed, in city or suburb, in town or on the farm, women appreciate ARGO STARCH because it is CLEAN starch.

Not only will ARGO STARCH, in the neat 5-cent cartons, please your customers, but it is easiest and best for you to handle. The carton is convenient; it saves the work of scooping and weighing bulk starch; it saves the cost of bags and twine; *it saves TIME.*

ARGO STARCH MAKES A SPLENDID DISPLAY

A neat pile of ARGO STARCH in your window, or on your counter, is sure to catch the eyes of customers and increase your sales. Always have ARGO STARCH where it can be seen, and it will sell itself. Bulk starch only sells if customers *remember they want to buy it;* ARGO STARCH acts as a reminder, an advantage of package goods which the live merchant quickly appreciates.

Corn Products Refining Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"ARGO STARCH is *pure, clean* starch which is sure to please. Can be used for either hot or cold starching."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

the reports in the last three or fo issues. Important developments are a ticipated at the big annual conventi of the National Association of Canne Brokers, Machinery and Supply M to be held at Louisville during the we of February 7th.

Favorable weather conditions f shipping goods to points north, ea and South helped the market for sp tomatoes. The temperature on one da for instance, was as high as 71 degre which is within a few degrees of o average summer heat. There was advance in the prices, however, exce for a few brands which usually co mand higher prices than other go brands not so well known in the trad

In the other lines of canned veg tables sweet potatoes, cut stringle beans, spinach and corn were in fa demand, but the inquiry for the oth articles were negligible. A very inte esting and important state of thin exists concerning the coming crop stringless beans, namely, last year t seed of that variety of beans sold $4.50 per bushel, rising to $5, with 1 per cent. delivery. To-day this se ranges from $12.50 to $13 per bush with only 50 per cent. delivery gua anteed. The farmers are unwilling pay this large advance, and those ca ners who have a high reputation f their brands of whole stringless a cut stringless beans are obliged to su ply their growers with the seed, at t present high prices, and take t chances of getting good results fro the crop next season. Spot stringle beans bought now to carry over in next season appear to be advisabl These remarks do not apply to the o dinary variety of string beans, whic may or may not be plentiful enoug next spring.

January is always a dull month this market for canned fruits, and th month is no exception. Pears are little bit more active than the oth items, but outside of the small assorte orders coming in daily the market dull and uninteresting.

Cove oysters continue to be firm to prices, though inactive this week, e cept for those brands which have t call.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Spices.

The market has been fairly activ during the week. Considerable spec lative business has been done. Th freight situation is still very much u settled, and further advances in rat are predicted for this month.

Pepper.—The stocks here are ver limited. Recent arrivals, passed by th Government, that can be shipped wit out any restriction, are bringing hig prices. White peppers are a little ea ier during the week, due to fresh a rivals on recent steamers.

Red Peppers.—In very fair demand season considered, at firm to stead prices.

Cloves.—There have been some ver heavy arrivals during the week. It reported several thousand bales hav come in from European ports. Sam have been sold against old contracts an the market has not weakened in a way. In fact, futures are steady an somewhat firmer.

Pimento.—Only in fair demand a generally unchanged prices.

Mace.—All grades in active trade d mand at higher values. Prices in th East are much above prices in effe here.

Nutmegs.—Slowly but steadily ad vancing. Spot stocks here are th smallest in years. Higher prices ca be looked for.

Cassias.—The market is short o stock and very high prices are likel to result.

Gingers.—Spot stocks of all grade are small and in the hands of a fe

ers. The present situation as we t points to high prices.
piocas.—In fair demand at steady generally unchanged prices.
prikas.—Spanish grades in fair de- l at firm prices. The Hungarian ty is still out of stock.
eds, Herbs, Etc.—Caraway and y are firm and in very steady in- . Mustard seed is slightly firmer higher. Celery seed now beginning ove more freely. This article is to be high over the spring and ner months. Sweet herbs all in demand at generally unchanged s.

McCormick & Co.

ltimore, Md.

THE NEW YORK LETTER

(Continued from page 8.)

American specialties in these ets.

. Eckman has been one of the most inent members of the local trade. s a director of the American Spec- Manufacturers' Association, chair- of its Trade Section Committee also chairman of the Lye Section. has been very active in all plans trade improvement and will be d.

. Eckman is a lawyer, although s never engaged in active practice.

* * *

ring the week the John D. Park & Co. has brought suit in the d States Court to recover a mil- and a half damages against the N. Crittenton Co., Schieffellin & John L. Thompson, Sons & Co., and Calder Drug Co. and the in- ual members of Bruen, Ritchey & nd R. W. Robinson & Son. All ese parties are engaged in the saling of patent medicines.

e John D. Park & Sons Co. are wholesalers and do a large business ost of the States of the Union. are known as cutters, and because decline to hold the prices of var- patent medicines and similar spec- s, the defendants, who are mem- of the National Wholesale Drug- Association, interfered to keep facturers from selling them. The ation is that the defendants have fered with their obtaining goods, being a part of an effort to hold rice, and practically caused a boy- upon the Cincinnati concern, which ly interfered with its getting s. Action is brought under the nan Anti-Trust Act.

Summarized Market Conditions.

firm, particularly for India-Cey- on account of scarce freights. All of low grade and medium grade affected. Consumptive demand —Coffee firmer on account of in- d Brazil freights. All grades of and Santos are at least ¼ cent r. Milds steady to firm; fair de- . No change in Java or Mocha.— efiners now asking 6 cents for lated sugar. Raws quoted around ents. The situation firm, but de- slow.—Salmon active and firm on nt of receipt of some war orders. y pink and chums for England apan. Domestic sardines strong. General demand for canned fish dull.—Canned tomatoes firm and unchanged. Other canned vegetables quiet and steady.—Currants somewhat easier on account of very light demand. Raisins unchanged and steady. Prunes quiet and other dried fruit unchanged.—Wheat unsettled, but closes week fairly steady.—Flour in light demand at maintained prices.

Government Tells Rice Growers Its Crop Estimate Was Not Excessive.

The Secretary of Agriculture has declined the request of the Southern Rice Growers' Association for a recanvass of the Department's estimate of the rice crop of 1915 on the ground that the estimate, published on December 15th, is accurate and that the association has not furnished any evidence in support of its contention that it was 10 per cent. too high. In a letter to the president of the Association, Mr. W. B. Dunlap, the Secretary points out that the Department's estimate was in pounds and the association's in bags, and that when the increased weight of the bags this year is taken into consideration, the difference between the Department's estimate and that of the association is not 10 per cent., but less than 4. The association's charge, the Secretary says, appears to be based on the assumption that a bag of rice contains 180 pounds. Formerly this was approximately true of the average bag. Now, however, heavier varieties are more extensively grown and the conditions last season also tended to increase the weight of the rice. Careful investigations indicate that 191 pounds is a conservative estimate of the weight of the average bag to-day. This fact alone accounts for the greater part of the difference between the estimates of the Department and the association.

AMONG THE TRADE.

The firm of Comly, Flanigen & Co., wholesale grocers, has been reorganized, Robert Comly, John H. Lippincott and William S. Bonsall, being the partners. The death of William A. Flanigen last April made reorganization necessary when the old partnership expired. The canned goods commission firm of Comly & Flanigen has also been similarly reorganized.

Cook or No Cook, Anybody Can Do That

Although the Kewpie Cook,

"Whose apron hangs before his legs
Is most expert with ham and eggs."

he can make a Jell-O dessert as beautifully as if he had never done anything else. Wag the Chief or the Carpenter could do it alone. For

JELL-O

doesn't have to be cooked. All that is necessary is a package of Jell-O, a pint of boiling water, and somebody to put them together.

That is one reason why Jell-O is so popular with your customers.

Another reason, which is particularly interesting to every grocer, is that the Jell-O quality is so high that it is good enough for "gilt-edge" trade and its cost so low that very economical customers buy it regularly.

Made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each **10** cents.

THE GENESEE PURE FOOD CO., LeRoy, N.Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

WE NEED SALESMEN

High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

Both Ends Together and Everybody Else Squeezed Out

The tendency of the times is to get both ends of the deal together—the producer and the consumer, squeezing everybody out who comes between to inflate the price.

Salesmen are great inflaters of price. It may be convenient to have them call on you, but there is a definite percentage in everything you buy through them that covers that call. Is it worth the price?

There are no salesmen's calls in our **Tea and Coffee** prices; we deal direct with you by mail. Why don't you try this plan? Send one sample and get our match and price.

DURYEE & BARWISE

Roasters and Packers Teas and Coffees

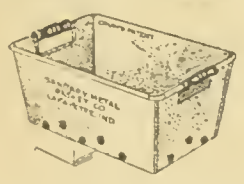
533 Greenwich Street, New York

ESTABLISHED 1897

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

ASSOCIATION NEWS.

National Canners' Association.

Following is the programme of the National Canners' Association, which meets in Louisville, Ky., February 7th-11th:—

OPENING SESSION.

8 O'clock, Auditorium, Hotel Seelbach.

Fred W. Keisker, president, Louisville Convention and Publicity League, presiding.

Instrumental music, "Star Spangled Banner."

Invocation, Rev. E. L. Powell, D.D.

Kentucky Greetings, His Excellency, Hon. A. O. Stanley, Governor.

City of Louisville, Hon. John H. Buschenmeyer, Mayor.

Response, Richard Dickinson, first vice-president, National Canners' Association, Eureka, Ill.

Addresses of presidents, George N. Numsen, president, National Canners' Association; A. F. W. St. John, president, Canning Machinery and Supplies Association; William H. Nicholls, president, Canned Foods and Dried Fruit Brokers' Association.

Address, Hon. J. Harry Covington, Chief Justice, Supreme Court, District of Columbia.

TUESDAY, FEBRUARY 8TH, 10 O'CLOCK A. M.

Auditorium Hotel Seelbach

Exhibition Hall closed until 1 o'clock P. M.

"Co-Operative Insurance," Lansing B. Warner, Canners' Exchange, Chicago, Ill.

"Food Officials Boosters, Not Knockers," Dr. H. E. Barnard, State Food Commissioner, Indianapolis, Ind.

Address, W. F. Bode, representing the National Wholesale Grocers' Association.

"Principles of Standardization," Dr. William Frear, Committee on Definitions and Standards, National and State Food Officials.

"The Development of Foreign Trade," Dr. E. E. Pratt, chief, Bureau of Foreign and Domestic Commerce, Washington, D. C.

Address, J. H. McLaurin, president, Southern Wholesale Grocers' Association, Jacksonville, Fla.

"Laboratories of the National Canners' Association," Dr. W. D. Bigelow, chief chemist, National Canners' Association.

Report of Committee on Nominations.

Election of officers.

WEDNESDAY, FEBRUARY 9TH, 10 O'CLOCK A. M.

MEETING OF PEA SECTION.

Library and Billiard Room, Armory.

Secretary's report.

Chairman's report.

Appointment of Nominating Committee.

"Wisconsin Seed Laws," J. A. Hageman, Fort Atkinson, Wis.

"The New Aspect of the Pea Packing Business," Henry Burden, Cazenovia, N. Y.

"Daily Market Reports—Report of Results in the Tomato Section," E. A. Kerr, Baltimore, Md.

Practical Problem Exchange, in charge of committee, A. G. Tamm, chairman.

Report of Nominating Committee.

Election of officers.

MEETING OF TOMATO SECTION.

Gymnasium Room, Armory, 10 O'clock A. M.

Chairman's report.

Secretary's report.

Appointment of Nominating Committee.

"The Daily Market Report Demonstrates Its Efficiency and Proves Its Right to Recognition and Support," F. A. Torsch, former president Baltimore Canned Goods Exchange.

"How Can the State Canners' Associations Gather and Publish Statistics?" F. M Shook, secretary and treasurer, Ohio Canners' Association.

"Warehousing and Banking Facilities for the Legitimate Canner," George W. Drake, secretary and treasurer, Western Canners' Association.

"Cost Accounting," William Silver, Aberdeen, Md.

"Co-Operative Advertising," Edward A. Kerr, president, Baltimore Canned Goods Exchange.

"The Canned Foods Label Should Describe Quality Clearly and Frankly," John R. Baines, Baltimore.

"Future Sales, Considered Especially in Relation to Canned Tomatoes," John A. Lee, Chicago.

Report of Nominating Committee.

Election of officers.

THURSDAY, FEBRUARY 10TH, 10 O'CLOCK A. M.

MEETING OF CORN SECTION.

Library and Billiard Room, Armory.

"Distribution and Consumption," Walter J. Sears, Chillicothe, Ohio.

"Cost Accounting," Daniel G. Trench, Chicago, Ill.

"Investigation of Insect Enemies of Corn," Ira S. Whitmer, Bloomington, Ill.

"Statistics," George W. Drake, Circleville, Ohio.

"Standards," J. W. McCall, Gibson City, Ill.

"Daily Market Reports," E. A. Kerr, Baltimore, Md.

Report of Nominating Committee.

Election of officers.

Discussion of scoring corn.

MEETING OF MILK SECTION.

Mezzanine Dining Room, Hotel Henry Waterson, 10 O'clock.

"Method of Determining Solids and Fats as Approved by the Association of Official Agricultural Chemists," H. E. Otting, Columbus, Ohio.

"General Publicity and Educational Work on the Use of Canned Milk," J. B. Cook, Tempe, Ariz.

"Development of Export Business," W. M. Gladding, New York City.

"Proper Advertising Copy," Walter Page, Chicago.

Pertinent suggestions for figuring costs.

Report of Nominating Committee.

Election of officers.

MEETING OF KRAUT ASSOCIATION.

Parlor B, Hotel Seelbach, 10 O'clock.

"Standardization of Sauer Kraut, Both in Cans and in Bulk," A. E. Slessman, president, National Kraut Packers' Association, Fremont, Ohio.

"The Fermentation of Sauer Kraut," Dr. L. A. Round, Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C.

Report of Committee on Advertising

General discussion of acreage and market conditions.

FRIDAY, FEBRUARY 1ST, 10 O'CLOCK.

Auditorium, Hotel Seelbach.

Reports of Committees.

Co-Operative Committee with Wholesale Grocers' Association, Richard Dickinson, chairman.

Scientific Research, Henry Burden, chairman.

Adjustment and Information, E. V. Stockham, chairman.

Sanitation, F. M. Shock, chairman.

Resolutions, S. F. Haserot, chairman.

Publicity, W. C. Leitsch, chairman.

Finance, W. C. Leitsch, chairman.

Foreign Trade, C. H. Bentley, chairman.

Panama-Pacific Exhibit, Dr. J. T Dorrance, chairman.

Programme of the thirteenth annual meeting of the National Canned Foods and Dried Fruit Brokers' Association.

MONDAY, FEBRUARY 7TH, 8 P. M.

Joint meeting with National Canners Association and Canning Machinery and Supplies Association, Auditorium, The Seelbach Hotel.

TUESDAY, FEBRUARY 8TH, 10 A. M.

Meeting of members of National Canned Foods and Dried Fruit Brokers Association, in Red Room, The Seelbach.

Roll call.

Reading of minutes of previous meeting.

Report of president.

Address, Mr. Geo. N. Numsen, president, National Canners Association.

Address, Mr. C. E. Wilcox, vice-president, Sprague, Warner & Co., Chicago.

Address, Mr. A. F. W. St. John president, Canning Machinery and Supplies Association.

Report of Secretary.

Report of Treasurer.

Appointment of Committee on Nominations and Committee on Resolutions.

WEDNESDAY, FEBRUARY 9TH, A. M.

Report of Executive Committee.

Report of Standing Committees.

New business. "Splitting Brokerages"—it is desired to have a full, frank discussion of this serious menace to the brokerage business, with a view to effecting some remedy for it. A discussion of any other subject under this heading for the betterment of the brokerage business will be welcomed, likewise any suggestion of work that the association might undertake for the benefit of its members.

Report of Committee on Resolutions.

Report of Committee on Nominations.

Election of officers.

Adjournment.

Another Chain Store Concern Organized.

There was incorporated under the laws of Delaware during the week a corporation called the Interstate Trading Company, to operate stores for the sale of groceries and articles of all kinds. The capital is $1,000,000 and the incorporators are Herbert E. Latter, of Wilmington, Del.; C. L. Rimlinger, Wilmington, Del., and Clement M. Egner, Elkton, Md. These are not the real incorporators, but dummies.

An Important Flavoring IS

MAPLEINE

necessary to both the kitchen and the candy shop.

ORDER FROM

WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburg, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

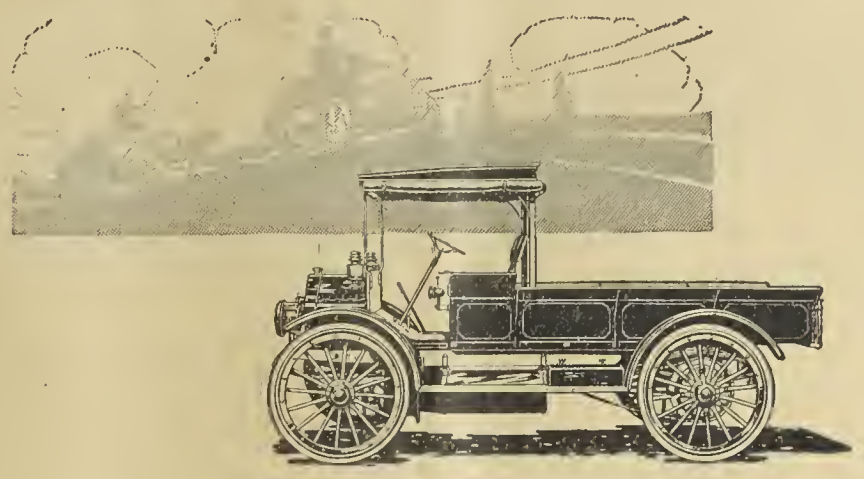
CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton Moneyweight Scales

S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

International Motor Trucks

Four Models



Lowest Prices

The merchant who would prosper most nowadays gets posted on motor truck efficiency. The firm that doggedly sticks to the old four-hoof hay-motor methods of hauling and delivery, gradually lags behind the alert competitor. This has happened in many places. Before it happens to you stop and reflect.

Write to us for a lot of sound information, facts, figures, records, etc., that will post you on **International Motor Truck** service. The International has passed all others in sales and popularity. That is no vague statement—the figures prove what we say. In over 200 lines of business the International is replacing horses.

International Motor Trucks will do more for you than horses and wagons can. When you are posted you will choose one of the following—Model MA, 1000-pound capacity, $600; Model M, 1000-pound capacity, $710; Model E, 1500-pound capacity, $950; or Model F, 2000-pound capacity, $1500. Prices, cash f. o. b. Akron, Ohio. Write to the

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)
105 Harvester Building **CHICAGO U S A**

We Sell You 25 Per Cent. More Shelf Room

Selling you 25 per cent. more shelf room for the price of a few **Baines' Brackets** is like offering you a gold dollar for a quarter.

Nevertheless, that's exactly what our proposition amounts to.

We guarantee that **Baines' Brackets** will increase your shelf room a full fourth, not by performing a miracle, but simply by giving you back the space that the old-fashioned shelf supports have used up. With these brackets, you have the clear shelf free.

PIQUA BRACKET COMPANY
PIQUA, OHIO

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products
The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated
30th and Race Streets, Philadelphia

Here's a Puzzle.

I'll be goldarned if I can see why every time anybody wants to show a picture of a grocer, or show him on the stage or something, they have to make him look like a cross between a hodcarrier and a bartender.

I went to a show the other night where one of the acts was in a grocery store. They had the store fixed up pretty good—most of it was painted scenery, but the grocer himself—gee whiz, I wish you could have seen him! He was supposed to look like a regular grocer.

He looked like a burglar, and not even a burglar with brains.

And he couldn't talk five minutes without making six mistakes in grammar.

A regular roughneck without any learning or manners or anything but a loud voice and a bald head.

It made me mad. For two cents I'd have got up and made a few well-chosen remarks. But I had my wife with me and I knew by certain things that happened sometimes before when I butted in to what was none of my business that if I did I'd get my throat cut when we got out. I don't like to get my throat cut—it ain't becoming. So I kept shut.

I'll bet that in my time I've seen a million grocers. But never yet have I seen one that looked and acted like that.

Why that fellow—he wouldn't be let into any grocers' association in the United States! They'd look at him once and then blackball him.

I say to you, it isn't fair. It's going on all the time, and it just keeps the idea in people's minds that the grocer ain't much different from the fellow that drives the garbage wagon.

Another thing that riled me about that show. In the grocery store scene in the second act they had the grocer doing a lot of stunts like putting his fat thumb on the scale and making six ounces look like four pounds. Funny! Sure—funny as a crutch! I tell you, if I'd been alone I'd have been in that with a good stiff kick as sure as you're alive!

I often wondered how a grocer feels looking at that sort of guff. I never heard but one say, and he felt just as I do about it. He was a choir leader in the Presbyterian Church and on the school board. He could stand up anywhere—that fellow.

I saw in the paper last month where a grocers' association out West made a kick about a moving picture that made a fling at the grocery business. Showed some short weight stunt or something. They ought to do it all the time, then maybe it would stop.

Why even the darkies kick when a show comes along that don't treat 'em right. There was one in Philadelphia not long ago. They went to the Mayor and raised an awful stew about it. Seems to me I saw too where some Irishmen did the same thing over another show. But the grocers don't do it once where they ought to do it a dozen times.

For the life of me, I ain't ever been able to see anything rough neck about the grocery business. Why is it that people sort of link bad grammar with the grocery business? They don't do it with the hardware business or the clothing business or the dry goods business. And yet it takes a blamed sight more brains to make a go of the grocery business nowadays than it does the others. That's as true as gospel, ain't it? The chap that can drop down in Philadelphia or in a lot of other towns to-day, in a nest of chain stores, and open a grocery store and make money out of it, is a plumb king and he can eat at my table any time he wants to bring his own lemons and sugar. He's got the stuff and he ain't any rough neck.

What I'd like to see come is the time when the papers would print little items like this:—

Mrs. P. Beverly Hamfat, the well-known society queen, will give one of her celebrated receptions to-night in her palatial mansion on Poohpooh avenue. The occasion is expected to be especially choice, for there will be several notables present. Among them are Count Whiskers, of Russia, and Mr. P. Harry Lemon, the well-know grocer.

But we won't get there as long we're seeing shows like I saw week.

THE STROLLE

Pennsylvania Organizatio Notes.

At the Hotel Freed on Monday, uary 24th, the merchants of Royersf gathered for the first annual banque the Business Men's Association. Co were laid for 40 and every place filled. After a most enjoyable din served in splendid style, President R ards acting as toastmaster, introd Mr. Smedley as the speaker of evening. Following Mr. Smedley's dress Mr. Richards made an addi outlining what had been accompli and the things it was hoped to do du the coming year. Other talks made by Wm. J. Trunk, bank presi E. R. Thomas spoke on "Credits," S. Finkbeiner spoke on "Trade Ex sion," C. O. Grandin talked briefly "Co-operation." Eight of those

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Grade Your Eggs.—Not for freshness, but for size. Two prices may be put on the same crate of eggs with just as much fairness as though you were grading apples or sweet potatoes or lemons, for that matter. It's simply good merchandising and you are to be candid with your customer when the question of difference is asked.

You have noticed that the same line or mark of cheese will vary in quality. When your tryer shows the rich, creamy, well-matured effect you are perfectly justified in marking it up. It's poor business to sell certain things for so much just because they were *bought* to sell for so much.

* * *

That's Where Judgment Comes In.—And it's the doing of such things and making a study of your business that makes you a better man. If there is one thing more than another that gets on the nerves of a progressive employer it's to have a responsible clerk do exactly as he is told. No more. No less. A good machine will do that. A good hod carrier will do it—sometimes. But a young man with brains and ambition must go beyond first instructions. You must begin right away to think out an improvement on the thing. Application will do it. That's what Edison's fellows are hired for. They're improvers on the thoughts of the "Governor."

Train Him Along.—We came ac a pargaraph in a trade paper the o day which read something like th "If you have a clerk in your emp ment that is neat and clean in app ance and has a pleasant smile, but is not over bright, train him along, don't let him go."

Very good advice, because it put sonality above cleverness. Do you k why? Because there is every p ability of *developing* cleverness, w changing personality is too inscrut for mere man, being very wisely ranged before salesmanship got start.

* * *

Be glad if you change the nat good-natured smile, and be glad if ness is second nature.

How about the training? Do balk? If you do I'll have to call stupid, good looking and all as re.

Every effort made to make you r efficient comes from good will. If resent it you're going back. If yo ceive it indifferently you're stan still.

Accept with gratitude the advice the training of older and better m To-day is your opportunity day. day let the boss feel that he is succ ing in

Training You Along.

gnified their intention of joining sociation.

s association, since its incorporatas been the means of binding the ers closer together and has been mental in accomplishing a good things for the benefit of the town. a month the merchants have a r Day" sale, which is a great ss stimulator. It has great opportfor usefulness.

* * *

Organizer stepped over the line eek and by special invitation at- a meeting of the Brooklyn Rerocers' Association on January He was permitted to make an s on "Business Building." There large attendance. It was a great re to meet this association and to a lot of old friends, among them President Becker, Secretary an, B. Bischoff, John H. Meyers, d Hansen and many others. The lyn boys have interesting meetnd the members are not afraid to heir say." A big food show is bepared for and it was freely dist, together with the action of the s of bread permitting their prodbe slaughtered in price by the ores. The association is making l fight for "Sunday closing," and arrests are being made. Every e of the session was filled with ss. The association is prosperous, d membership, new names being to the roll at each meeting. It a good treasury, owns its own ng and is an aggressive, up-toinute body of business men. It the grocers wisely and well.

* * *

Bradford Business Men's Assoin is working hard for trade exon. A special fund is being creo carry on this work. It will in- a special mailing list of names ned in their trade zone, to whom be sent special literature calling ion to Bradford's facilities as a ing center. Trade excursions will anned. Bradford is out for the ss that rightly belongs to it.

* * *

n E. Zeiser, one of Erie's most essive grocers, has been elected lent of the Erie Retail Grocers' iation; J. V. Benson and J. B. are vice-presidents; A. G. Kuhl retary and W. E. Chaffee is treas- New members are constantly beadded and the organization is in ondition.

* * *

e Sharon Association is planning a aign of membership.

* * *

. Smedley left on January 31st on weeks' trip, during which time he visit associations in the northern n of the State.

ad The Advertising World

ew and practical advertising ideas in various of trade. Its dictionary of headlines and s saves time for the busy grocer.
SCRIPTION PRICE, $1.00 A YEAR
. STAMP FOR SAMPLE
ADVERTISING WORLD, Columbus, Ohio

Pennsylvania Merchants

through the most active and effective organization of its kind in the country, are working unitedly for promotion, progress and betterment—for better homes, better communities, better business methods and consequently better business for all.

¶ Directly in line with this aim of the merchants, the DIAMOND MATCH COMPANY have perfected the

SAFE HOME MATCH

Inspected and Labeled by the Underwriters' Laboratories, Inc.

¶ The linking of the Safe Home Match with the Pennsylvania Plan is of special importance to every dealer and housewife in Pennsylvania because it means *safer* homes, freer use of matches and consequently bigger sales and greater profits to every merchant. SAFE HOME MATCHES are rapid sellers with

A Good Margin of Profit

You can sell more of them than any other brand because they are better, safer and more satisfactory in every way to the consumer. You will *want* to sell more of them than any other kind because you safeguard your community by selling the best match made and at the same time make good profits for yourself.

Safe Home Matches burn evenly and are non-poisonous. The heads don't fly off, they never light till you want them to and they are packed in big, safe boxes to

Retail at 5 Cents

MADE ONLY BY

THE DIAMOND MATCH COMPANY : : NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"The SAFE HOME match is a REAL safety match that does not spark, sputter or break and you can strike it ANYWHERE."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

No. 349.—When You Buy a Business and Find It Isn't Doing What the Seller Claims.

A New York correspondent submits the following case regarding the status of the parties as to a certain phase of the sale of a business:

> About three months ago we purchased the above business from the founders. We continue to do business under the same name. The persons from whom we bought were really not the founders, who are dead, but the founders' sons and grandsons. It is a highly respectable business and perhaps for that reason we did not investigate as carefully as we should do. It was stated to us that the business was doing about $1,000 per week retail, when we bought it. The books were open to us, and we examined them to some extent, but not closely, because we had confidence in the firm and its reputation. It appears now as if the statement of $1,000 per week was untrue. We have been in the store for twelve weeks, and at no time has it done anywhere near that much. Our first week's receipts were $695, our second $724, our third $756, our fourth $586, and so on, until the twelfth week, when the receipts were a trifle over $800. We called this to the attention of the old firm, and they said wait until the year was up and see if the business would not average $1,000 per week. We have no reason to expect any increase at other seasons of the year, however, and are coming to believe that we have been swindled. The business is undoubtedly a good one, but since we paid $1,500 for good will, we feel that we have not been dealt fairly with. The price of the business was $6,500, of which we paid $5,000 and gave our note for $1,500, payable in four months. What is our legal status? Have we any remedy for having been told the business did $1,000 when it has not done more than $800, and sometimes is below $600?

Cases like this are constantly arising in every State of the Union. In my own practice I am getting them all the time.

I shall say to this correspondent—though I wish I could have said it to him earlier—what I invariably say to every client who comes to me when he is contemplating buying a business: Never take the word of the seller of any business as to what it is doing. If the deal is sufficiently important, put a certified public accountant on it with instructions to go clear to the bottom and prepare a statement covering everything—stock on hand, amount of gross business, and particularly net profits. It is astounding how many men about to buy a business lay down their money without any real data about the net profits. The gross business of itself means nothing. It is perfectly easy to build up a tremendous gross business in a week, simply by cutting prices below cost. But who would want to buy such a business? It is really a liability rather than an asset.

If the deal is too small for a certified accountant, put a good sharp bookkeeper on it, or if you are sufficiently experienced, get into it yourself. Before you pay down a penny, have the figures, gotten by your own investigation.

One reason this is important is that if you take the buyer's word, or, depending on his word, make but slight investigation for yourself, and after buying the business, find like the above correspondent that it does nowhere near what you expected it to, you will find it almost impossible to prove in court that the business did not do what the buyer said it did.

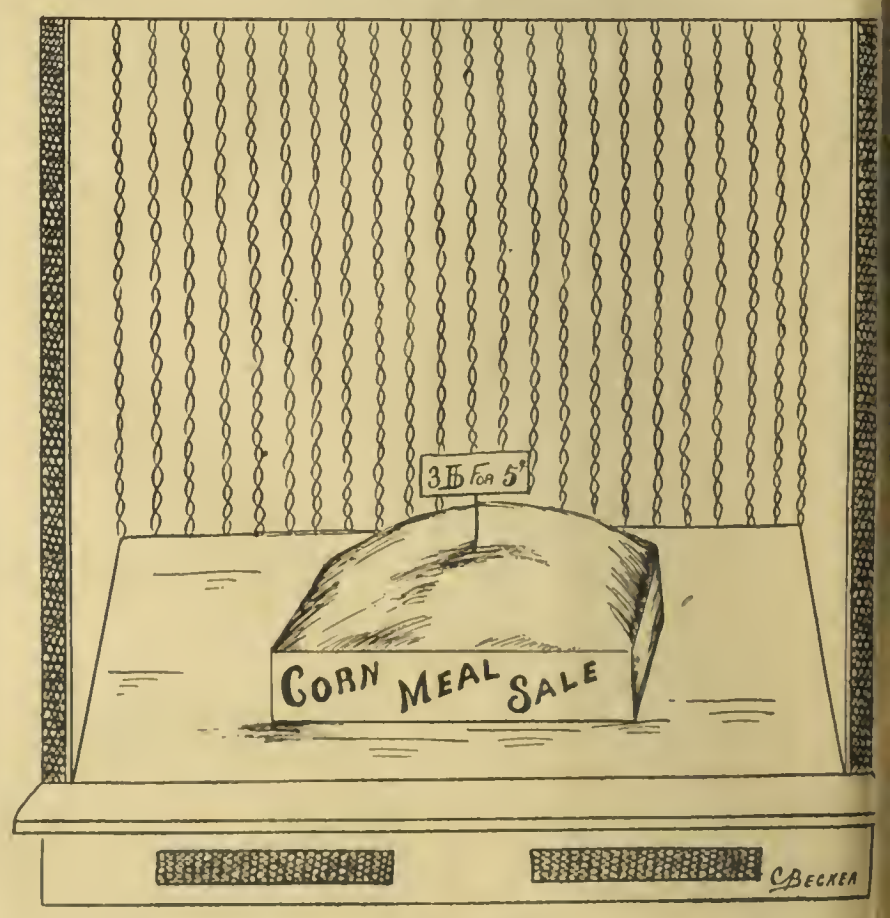
It is the law everywhere that the buyer of a business cannot prove what the business did before he got it, by figures showing what it did after he got it. That has been tried many times, and it always fails. For instance, the correspondent bought a business said to be doing $1,000 per week. It does for him about $600 to $800, which he argues with some force, is pretty good evidence that it did no more for the seller. But the law says it is no evidence at all, for there are differing factors present, such as possible differences in methods of salesmanship, advertising and so on, which might account for the difference. Therefore the buyer is deprived at the outset of what he considers his strongest evidence. The only way he can make his proof is by producing the seller's books—which have probably been made way with long before—or some of the old employees. Sometimes he can get some of the employees to give this testimony, but oftener he cannot.

There is a Massachusetts case which lawyers who have to go to court with a case like this are fond of citing—a case between two Greeks. One sold out to the other on the statement that he was doing $150 per week. The buyer b and paid largely in notes. Aft got in he found that the store not doing $150 a week, and h fused to pay the notes on ground of fraud. At the tri tried to show what the store done for him—much under $1 as evidence of what it done b but the court ruled it out, an buyer, though he really may been grievously defrauded, wa without any legal evidence a There was accordingly a v against him. This will always pen when you have no eviden fraud except that the busines have bought did less for you the seller said it did for him

The only way to protect yo against this is to get the fi first.

I will say in closing that th nothing in the suggestion o seller of the above business th buyer should wait a year to it does $1,000 a *week*, unles business has heavy seasons have not yet come. The stat was $1,000 per week, not $5

Weekly Window Display Suggestions



Corn Meal.

Here is effective simplicity for you—an entire yellow window e the lettering. For the lettering on the yellow covered box use black —stove polish will do—or cut out letters from black glazed paper and in position. The floor covering is yellow, as are the twisted strips t close together. Also a yellow price card, black letters and black stick porting card.

car, and three months are
h to test it out.
Copyright, February, 1916, by Elton J. Buckley.)

—

estion: Chas. Mount & Co., old, N. J.—About four weeks re signed a contract for a Na- Cash Register. After doing changed our mind and had alesman call and told him we ot wish the one we had con- d for, and signed another con- for a cheaper machine. When machine was delivered we d it up and found it would not work we expected. We have shipped it back and advised we will not purchase any at me. Please advise us whether t they can hold us to the con- or not. We paid $20 with the ontract.

swer.—If you signed a com- contract for a National Cash ter and paid something down it is difficult to see how you ct free from it now, simply be- it does not do the work you ht it would. If it would not e work *the salesman* said it l, you would have a defense, e fact that you were yourself ken, if the mistake was not d by false representations on art of the salesman, would not e you. I am very clear that National Cash Register Co. s to hold you to this contract, can do it.

—

E.—Requests for information in epartment should tersely set out all the facts bearing on the case, ll questions should be carefully d to avoid misconstruction. Write e side of the sheet only. Letters l be received at this office not han Tuesday of each week, to en- n answer in the Monday's issue ing. The signature and address e writer must accompany all in- s, and will be published un- ere is a request not to do so. All ies received will be answered t charge. Address all communi- s to Legal Editor "Modern Mer- and Grocery World."

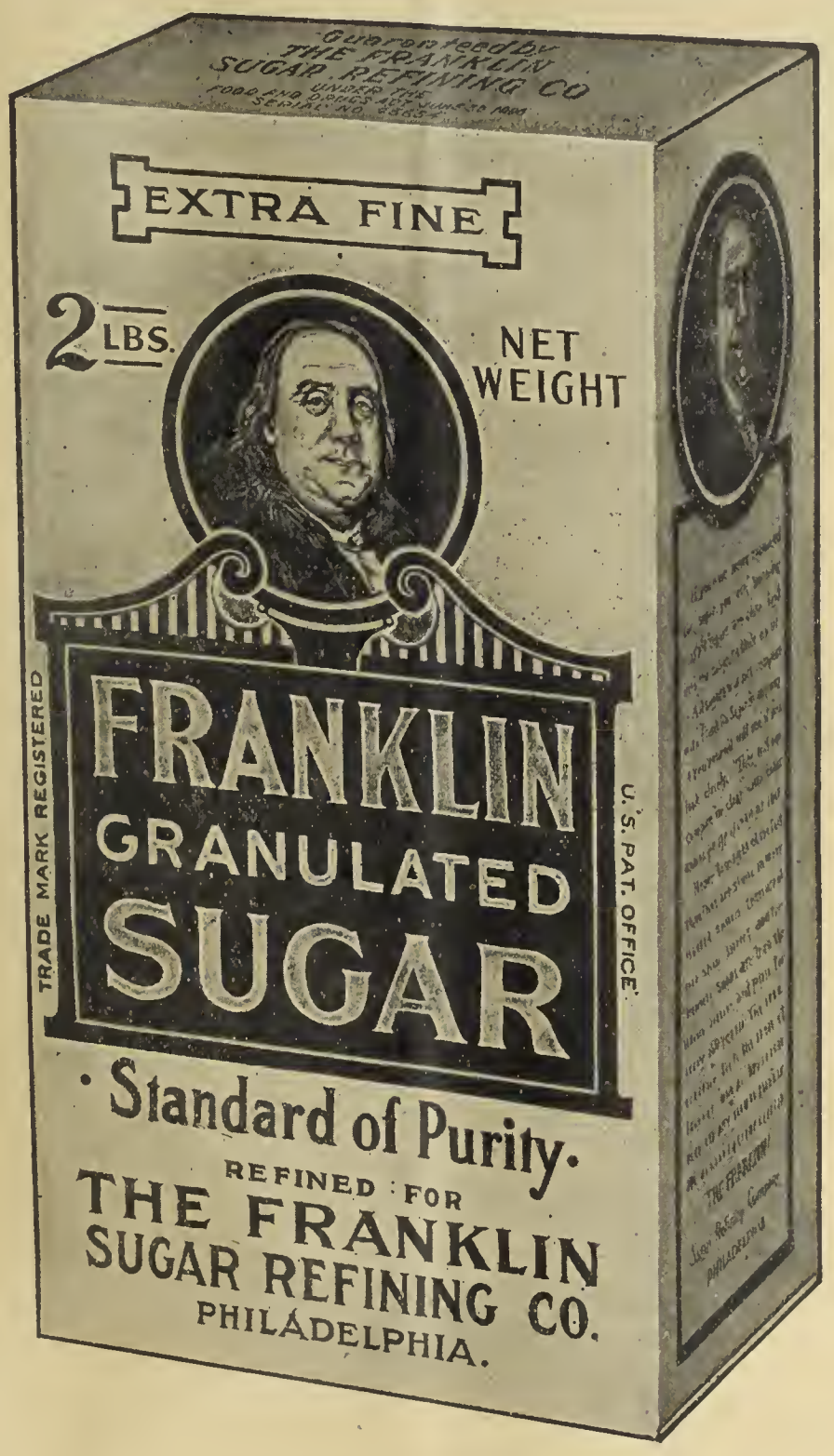
Goods Business Still Ahead of Last Year.

shall Field & Co., in their weekly of the dry goods trade, say:—

urrent wholesale distribution of goods has been in excess of the esponding period of a year ago. oad sales for immediate deliv- are well ahead, and continue ng for later spring delivery. ny lines for fall are now being wn, and sales are well ahead of e of a year ago.
ustomers have been in the mar- in much larger numbers. Great rest is being shown in Chicago rket Week and Fashion Show, be held the week of February and indications are that a rec- breaking number of merchants be here for that event.
ollections are normal.
he cotton goods market is ng, and prices are advancing.

This is the

FRANKLIN CARTON



that makes it possible for you to make a profit on sugar instead of selling it at a loss, because it saves the labor and time of putting sugar in bags, saves you the cost of bags and twine, saves you from losing by overweight.

You can buy all fast selling grades of sugar in FRANKLIN CARTONS.

FRANKLIN CARTON SUGAR is packed in CONTAINERS of 24, 48, 60 and 120 lbs. capacity, according to the grade.

Ask your jobber for further information.

The Franklin Sugar Refining Company

PHILADELPHIA

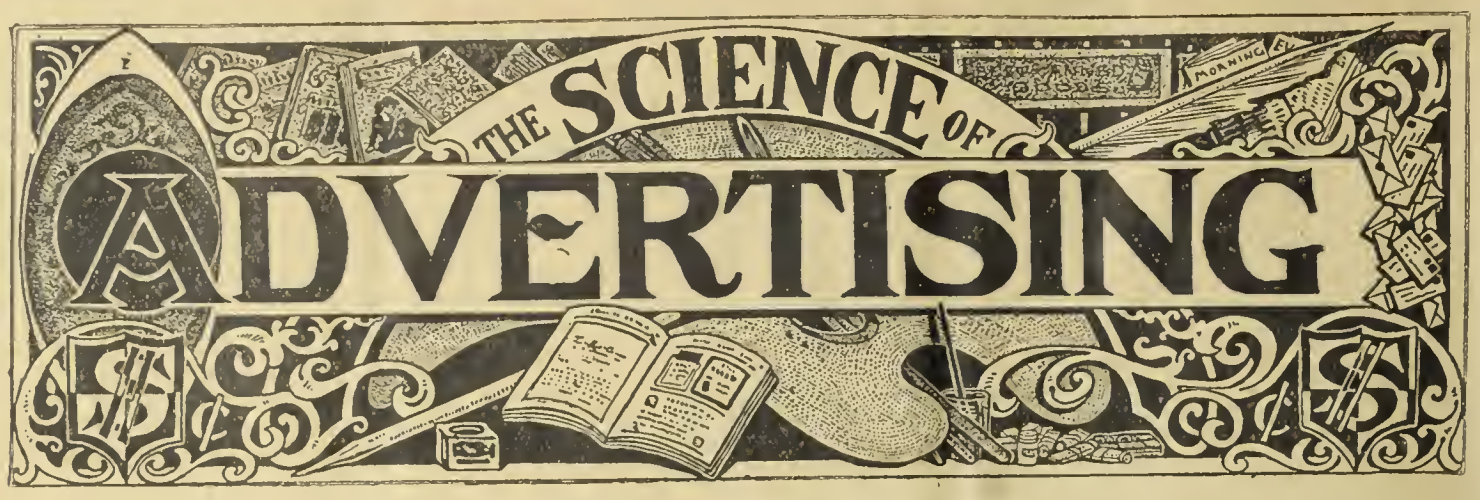
"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"This is the famous **FRANKLIN CARTON SUGAR.** The carton keeps the sugar clean and dry and won't burst in your basket or closet, like a bag. Notice the quality and purity as well as the convenient **CARTON.** I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



Roanoke, Va., Jan. 21, 1916.
Editor "Science of Advertising."

Dear Sir:—I inclose you a sample of a circular I get out every Saturday morning. My store is located right on the city market.

Yours truly,
RENNER GROCERY CO.

The circular measured 9 x 12 inches, was pink, and the paper on which it was printed was rather poor quality. Here is the reduced reproduction:—

Good Morning!

WE TOLD YOU LAST SATURDAY THAT TO-DAY would be

OAT MEAL DAY

AND WE HAVE IT

Package, - - - 7 cents
4 Packages for - 25 cents

Just exactly what loose Oat Meal would cost you. Don't JUDGE THE QUALITY BY THE PRICE. We guarantee this to be as good as any Oat Meal on the market.

No. 2 Can Syrup, . . 7 cents
Breakfast Bacon, . . 18 cents

By the piece, or half piece, 17 cents
This is real Breakfast Bacon

White Lily Flour, 24 lb. sack, 75 cents.

This is a Patent Flour

☞For your convenience we have placed in our window a clock, and you will at all times find it is RIGHT.
Just like our PRICES AND QUALITY.

Follow the crowd and come to

RENNER'S,

214 Nelson Street.

LOOKABILL'S PRINTING HOUSE, ROANOKE, VA.

This circular ought to have gotten some orders. It has one quality that in my judgment makes for good advertising—it concentrates on a few things. I have often discussed the tendency to cover too much ground in an advertisement. I believe there is nothing that oftener kills results. I think this circular is open to improvement, however. You have evidently made some advance announcement about the oat meal advertisement. To connect up the advertisement with the announcement, I should have used a headline something like "Well, Here It Is." There is no point or force in "Good Morning." Why wouldn't it have been a good idea to tell what kind of oat meal this is? Nothing is said about the quality except "we guarantee this to be as good as any oat meal on the market." I should have said more than this about the quality. I should have given the name of the manufacturer and told how his goods were recognized as among the best of the land, and so on.

* * *

What kind of syrup is this? Is it sugar syrup, or corn syrup, or a mixture of both? You detract very much from the strength of your bargain when you fail to say. "No. 2 Corn Syrup" looks like some vagrant, nameless brand of goods that ought to sell cheap because it *is* cheap. The name of the b should have been given at with something about how that brand is.

* * *

The same criticism appli "Breakfast Bacon." Whose b is it? Even if people don't k the brands of bacon as well as know oat meal or syrup, the na of the brand or the maker source of strength. To say is the celebrated Smith bacon," if the person you say it to h heard of Smith in connection bacon, doubles the strength o offering. This is part of the chology of advertising, but it i in the least a fine spun theory this very thing and this alone make all the difference betwee ders and no orders.

—

NOTE.—This department is devot the criticism of advertising matter in, to the devising of new adver ideas for special occasions, upon re and to the suggesting of original a tisements when data is supplied. communications sent for this D ment should be addressed to the E of Science of Advertising. The be taken up in strict rotation.

The "Amended" Stevens Bill is a Bra New Measure

This Paper's Criticism That Clean-up Sales Would Impossible Under Original Bill is Answered by a Clause Providing for Such Sales. Discounts in Quan Also Allowed For. Text of New Bill.

It was briefly announced last week that the Stevens bill, which seeks to give the manufacturer of trade-marked articles the right to fix the retail price, had been amended. This paper has obtained a copy of the amended bill, and it proves to be an entirely new measure, with several new and quite important features. The full text of the new bill follows:—

A BILL

To protect the public against dishonest advertising and false pretenses in merchandising.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That in any contract for the sale of articles of commerce to any dealer, wholesale or retail, by any grower, producer, manufacturer or owner thereof, under trade-mark or special brand, hereinafter referred to as the "vendor," it shall be lawful for such vendor, when ever the contract constitutes a transaction of commerce among the several States or with foreign nations, or in any Territory of the United States, or in the District of Columbia, or between any Territory and another Territory between any such Territory or ritories and any States or the trict of Columbia, or with a for nation or nations, or between District of Columbia and any S or States or a foreign natior nations, to prescribe the unif prices and manners of settler at which the different qualities quantities of each article cov by such contract may be res Provided, That the following ditions are complied with:—

(a) Such vendor shall not any monopoly or control of market for articles belonging to same general class of merchar as such article or articles of c merce as shall be covered by contract of sale; nor shall vendor be a party to any agreen combination, or understanding any competitor in the produc manufacture or sale of any m chandise in the same general c in regard to the price at which same shall be sold either to de at wholesale or retail or to public.

(b) Such vendor shall file at office of the Federal Trade C mission a statement setting f the trade-mark or special b owned or claimed by such ve in respect of such article or art

commerce to be covered by such ntract of sale, and also, from me to time as the same may be lopted or modified, a schedule tting forth the uniform price of le thereof to dealers at wholesale, d the uniform price of sale there- to dealers at retail from what- er source acquired, and the uni- rm price of sale thereof to the blic, and upon filing such state- ent such vendor shall pay to the ederal Trade Commission a regis- ation fee of $10. Prices set forth such schedule and made in any ntract pursuant to the provisions this Act shall be uniform to all alers in like circumstances, differ- g only as to grade, quality or antity of such articles sold, the int of delivery and the manner settlement, all of which differ- nces shall be set forth in such hedule; and there shall be no scrimination in favor of any ven- ee by the allowance of a discount, bate or commission for any use, or by grant of any special ncession, or by any other device hatsoever.

(c) Such contracts for the sale such article or articles of com- erce may provide for seasonal isposal sales, twice yearly at ap- ropriate times, by dealers at re- il, during which periods, duly set rth in such statement or in such hedule of prices as shall be filed such vendor, such dealers at re- il may sell such article or articles commerce for a price other than e uniform price as set forth in e schedule provided in the pre- ding paragraph (b): Provided, hat such article or articles of mmerce shall have first been of- red to the vendor, by such dealer t retail, by written offer, at the rice paid for the same by such ealer, and that such vendor, not ss than 30 days prior to the date t forth for the next seasonal dis- osal sale, after reasonable oppor- nity to inspect such article or ar- cles, shall have refused or neg- cted to accept such offer.

(d) Any article of commerce or ny carton, package or other recep- cle inclosing an article or articles commerce covered by such con- act and in the possession of a ealer may be sold for a price other an the uniform price for resale y such dealer for such quality and uantity as set forth in the sched- le provided in the preceding para- raph (b): First, if such dealer hall cease to do business and the ale is made in the course of wind- ng up the business of such dealer, r if such dealer shall have become ankrupt, or a receiver of the busi- ess of such dealer shall have been ppointed: Provided, That such ar- icle or articles of commerce shall ave first been offered to the ven- or thereof by such dealer or the egal representatives of such deal- r by written offer at the price paid or the same by such dealer, and hat such vendor, after reasonable pportunity to inspect such article r articles, shall have refused or neglected to accept such offer; or, econd, if such article of commerce r contents of such carton, pack- ge or other receptacle shall have ecome damaged, deteriorated or oiled: Provided, That such dam- ged, deteriorated or soiled article hall have first been offered to he vendor by such dealer by written offer at the price paid or the same by such vendor, n exchange for similar articles ot damaged, deteriorated or oiled, and that such vendor, after easonable opporutnity to inspect uch article or articles, shall have efused or neglected to accept such

Fifty-six Years of Continued Endorsement by the Consuming Public

BORDEN'S EAGLE BRAND CONDENSED MILK has been famous since 1857 for its QUALITY, ABSOLUTE PURITY and CONVENIENCE to the housewife. Its popularity has never waned, and the prestige enjoyed by the quality and purity which has been maintained through all these years, coupled with the heavy advertising, is a constant stimulus for increasing sales. You will find BORDEN'S BRANDS easiest to sell and the most satisfactory to your customers. All of BORDEN'S BRANDS, both sweetened and unsweetened, are made from the highest grade raw milk by the most modern method of manufacture, and are guaranteed ABSOLUTELY PURE.

BORDEN'S EAGLE BRAND CONDENSED MILK is an *ideal infant food*, being rapidly and completely digested by the delicate infant stomach, and affords the greatest amount of nourishment with the least amount of work. It has furnished rosy health to more babies than all the other infant foods combined. Mention this important fact to your customers who have babies, impressing upon them at the same time that EAGLE BRAND CONDENSED MILK has no superior for table and general household purposes. BORDEN'S PEERLESS BRAND EVAPORATED MILK is extensively used for cooking for whatever purpose ordinary milk would be employed. Display BORDEN'S BRANDS on your counters and you will be sure of STEADY SALES and SATISFIED CUSTOMERS.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857 NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.
SECURITY
INTEGRITY
YOUR
OUR

WHAT TO TELL CUSTOMERS

"We always like to sell BORDEN'S BRANDS because we never have any complaints about them. We guarantee every can but nobody ever wants their money back."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

QUALITY BUILT OUR BUSINESS
IT WILL HELP BUILD YOURS

¶ Make your Biscuit Department profitable by pushing Sunshine—The Quality Biscuits. Their unlimited variety and excellent quality insure repeat business for you. That means profit.

¶ Mind your P's and Q's (Profit and Quality), one pleases you—the other your customer. You'll find them both in the Sunshine Line. Enterprising grocers everywhere are eager to have their stores known as Sunshine Stores.

¶ Let our Selling Plans increase your sales. Have you a Sunshine Rack? Ask the Sunshine Salesman or write us for details of our Sales Plans and booklet of Sunshine Biscuits in colors.

LOOSE-WILES BISCUIT COMPANY
Bakers of Sunshine Biscuits
NEW YORK

Sunshine
Biscuits

Takhoma Biscuit
In each package is a colored paper doll for some little girl and a list of 8 pretty dresses which are in other packages. A great selling hit!

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"Try SUNSHINE Biscuits this time—their appetizing goodness and crisp freshness will surprise you and delight your family."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

offer, and that such damaged, deteriorated or soiled article shall thereafter only be offered for sale by such dealer with prominent notice to the purchaser that such article is damaged, deteriorated or soiled and that the price thereof is reduced because of such damage.

Sec. 2. That the provisions of this Act shall not apply in cases of sales of such article or articles of commerce to the United States, or in cases of sales of such article to any State or public library, or to any society or institution incorporated or established solely for religious, philosophical, educational medical, scientific or literary purposes, made in good faith for use thereof by such society or institution.

The main change remedies a matter which this paper urged was one of the chief defects of the bill—the fact that under the original bill a retailer desiring to close out odds and ends of stock at a price could not do without the manufacturer's consent. Section 1, clause c the new bill gives him that right but within sharp limitations.

Another change allows discounts to be given for larger quantities.

Mixed Flour Manufacturers Strive to Fight Against Tax.

Members of the American Manufacturers' Association of Products from Corn have started a campaign to relieve "mixed flours" of the "tax and many burdensome restrictions now in force" under the Federal law. The association, which grinds about 56,000,000 bushels of corn annually includes the Corn Products Co., the Douglas Co. of Cedar Rapids, Iowa; the Clinton Sugar Refining Co., of Clinton, Iowa; J. C. Hubinger Brothers Co., of Keokuk, Iowa; the Huron Milling Co., of Harbor Beach, Mich.; the United Starch and Refining Co., of Edinburg, Ind., and Piel Brothers Starch Co., of Indianapolis. In 1898 Congress passed a bill taxing certain mixed flours, those of wheat and corn, 4 cents a barrel and laying an occupation tax of $1 a year. This act, the corn interests say, gives wheat millers a virtual monopoly in the manufacture of bread-making flour. Makers of corn products are now behind a bill, to be sponsored in the House by Mr. Rainey, of Illinois, and in the Senate by Mr. Cummins, of Iowa, to relieve mixed flour of taxation, with the provision that all mixed flours shall carry a label stating the contents and their proportions. In support of the contention that honest labeling is the only thing which justice requires for mixed flours, the corn people speak as follows:—

It would seem quite superfluous to defend the wholesomeness of mixed flour. There is no magic in food chemistry; by no strange form of necromancy can the flour miller produce a vicious compound by the simple process of mixing wholesome corn products with wholesome wheat products. The housewife has done this very thing from time immemorial, as has the commercial baker.

We Can't Be Fooled and We Can Keep You From Being

We're hopeful we can induce some new people to look on us as Fruit and Vegetable Headquarters the same way our old customers do, some of them for over a quarter of a century.

We assure you we'll do our part. We will deal with you exactly as we would wish to be dealt with.

The point about us is that we have been in the fruit business all our lives, we know the business from A to Z, we are too well known to do business in anything but the most substantial way, we have the choice of all markets and we know how to buy. We can't be fooled on Fruits, Vegetables or Nuts, and we won't let you be.

Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per S. H. bbl..... 3 50
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$9 00–$10 00
Regular Jersey, good color, long keepers, per bbl. 6 00– 7 00
Regular Jersey, good color, long keepers, per crate 2 00– 2 25

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $4 50
Extra Fancy, 360s, very fine, per box 4 50

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$3 50
150s, per box 4 00
176s, 200s, 216s, per box 4 00

Extra Fancy Florida Oranges.

126s, per box $2 60
150s, per box 2 75
176s, 200s, 216s, per box 3 10

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 25
54s, per box 3 50
64s, per box 3 50
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag $5 60
100 Ex. Selected in bag, per bag, 4 90

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch $2 00
Jumbo Bunches, per bunch $1 50– 1 75
8-hand Bunches, per bunch 1 30– 1 40
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$9 00
Extra Fancy. per peck crate.... 90

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry g ods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can probably sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,00 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everyday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This mon is guaranteed to be in a first-ss condition. I would like very much dispose of it at 75 cents per dozen. trust that I may be able to do so rough your valuable column. Address E. J. B., care "Modern Mer-ant and Grocery World," Philadel-ia.

Offer No. 98.

We have a slightly used Underwood plicator, costing $35 when new, that will sell for $20, with about $5 rth of supplies thrown in at the $20 ice. T. J. CRITCHLOW, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular livery body, fine condition; will sell ap, as we have discontinued deliver-, so have no use for it.
One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS, Prattsburgh, N. Y.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less 10 per cent., ⅕s, ½s and 1-pound tins; Chocolate, ¼ and ½-pound packages.
THE CUPP GROCERY CO., Johnstown, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Grocery buyer and manager seeks greater field; present contract expires February 1, 1916. Understands thoroughly the buying and selling of staple and fancy merchandise. Can write forceful advertisements and possesses ambition, youth and integrity. Address E. M. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

BUSINESS BUILDERS

PRINTED PENCILS BRING RESULTS!—Ever throw one away? Cheapest, most appreciated souvenirs. Sample. Greybill & Co., Lancaster, Pa. 7

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

BUSINESS OPPORTUNITIES

FOR SALE.—In nearby suburban town, beautiful meat and delicatessen store, doing a business of from $500 to $600 weekly and earning about $3,000 net profits yearly. One month's trial allowed or will submit proposition to any test buyer proposes. Stock and fixtures at inventory and $300 for good will. Investment will total about $2,300. Reason for selling, owner going to Southern California. Please don't take up my time unless you have the cash and mean business. Address B. G. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FOR SALE OR RENT

STORES.

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake goods; weekly sales are from $120 to $140. Write, if interested, to John S. Harris, Locke, N. Y. 11

FOR SALE.—An up-to-date general store and meat market in South Bethlehem, Pa., doing a business of over $30,000 a year; can be increased to $50,000; established 1904; the best store in town; will sell or rent building; purchaser can remain in store two weeks before buying; will sell stock and fixtures very reasonable. For particulars address Geo. E. Heighley, South Bethlehem, Pa. 6

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 (thirty-eight hundred) a month. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pa. 8

WANTED

WANTED.—Double set harness, heavy, for delivery wagon; without collars and check lines; leather traces; at a bargain. Address W. K. Myers, Gardners, Pa. 7

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY. FEBRUARY 7, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Cottolene
Eggs

DECLINES.

Butter

—1—

SUGAR.

	Barrels.
Cut Loaf	6.90
Eagle Tablets	7.40
Crystal Dominoes, 24 5-lb. pkgs	8.50
" 60 2-lb. pkgs	9.00
Patent Cubes	6.25
Confectioners' Lozenge	6.15
Powdered	6.10
Fruit Powdered	6.00
Dessert and Table, 2-lb. cartons, 48 lbs.	6.30
Granulated, fine or standard, McCahan	6.00
" " Franklin	6.05
" extra fine, bbls	6.00
" " 2-lb. bags	6.30
" " 5-lb. bags	6.20
" " 10-lb. bags	6.15
" " 25-lb. bags	6.15
" " 100-lb. bags	6.00
" coarse	6.10
Confectioners' Crystal A	6.00
A Confectioners'	5.90
A No. 1	5.75
A No. 2	5.70
Franklin B	5.55
Extra C	5.30
C	5.15

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼ lb. tins, in 25-lb. cases—	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c 2-oz tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3 lb. tins per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.42½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14 lb. pails	per doz.	75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.65
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.85
" Jet Oil Polish	.85
Brown's Shoe Dressing, 1 doz.	.85
" Russet Combination, 1 doz.	.85
Boyer's Triumph	.45
" Oil Polish	.80
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16¼
Carcacas, extra fancy, washed	.20
Maracaibo, extra fancy	.17¾
Santos, Peaberry, extra fancy	15
Santos, extra fancy	.15½
Rio, Golden, extra fancy	.13¼
Rio, prime	.11¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" lmp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 25
French Laundry, large, ½ gross bbl. per bbl.	2.10
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6 50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	.30-
" dairy, extra, bakers' use, 30-60 lbs	25-.3
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	32-.
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	30-
White Rock	

CANDLES.

	Pe
P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs	
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

Mason's—	Per g
Half gallons	7.
Quarts	4.
Pints	4.
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Pe
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per g
½-gross boxes, no rubbers	1.
Jelly glasses, fluted, bbls. 24 doz. per doz.	

CATSUP.

	Per
Snider's—	
16 oz., 2 doz	2.
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	2.
½ pints	1.

KETCHUP.

	Per
Curtice's "Blue Label," Tomato—	
Small, 25 bottles	2.
Medium, 25 bottles	4.
Large, 12 bottles	3.

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.25
Vitcory, No. 1	.55
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.15
Lima Beans—	
Standard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.50
String Beans—	
Standard New York, No 2	1.10
Extra fancy, New York No. 2	2.00
Fancy, New York, No 2	1.50
Standard, Maryland, No. 2	.50
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	.95
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.75
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.95
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No 2	1.40
Extra sifted, Wiscorsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.90
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	.95
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.75

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.10
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.50
Standard, No. 2½	2.25
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No 2½	1.45
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	
" water, No. 3	
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb, tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Voung Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " bigh oval tins, 100s	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King Gebrge, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown hrand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 dos	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 dos	3.50
" No. 6, ⅛ or 1 dos	13.35
Libby's—	
Compressed, No. 1, key, 2 dos	2.40
" No. 2, key, 1 dos	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 dos	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2¼, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 dos	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 dos	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

	Per doz.
The Franco-American Food Co.—	
Readymaid Concentrated Soups—	
Eleven varieties, 10½ os., 4 doz	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per dos.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lh.	.52
" 10-lb. hags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 12-lh. hox "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lh. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lh. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lh. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to cartou	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lh. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanlila Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lh. boxes, 6 boxes in case, ½-lh. tins	.38
"Dlamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per hox	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box .....per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Homa Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.3

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. In case.	Per can.	Perl
5-lb. round cans.....	2.50	.50

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes In case.....	56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes In case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in cass	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 ceot size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons.....	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.31	¼ lb.....	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86⅛	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla— All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams In bundle.....	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment—	Per pkg.
8x11, 1000 sheets.....	.62
9x12, "	.72
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10½

Toilet—	Per case
Extra quallty, 100 rolls.....	6.00
Good " 200 "	5.25

Butter, Wax—	Per pkg.
9x12, about 480 sheets.....	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.33	.26
½ "	10M	.[illegible]	.31
1 "	8M	.54	.41
2 "	6M	.68	.54
3 "	5M	.83	.63
4 "	4M	1.01	.79
5 "	3M	1.14	.87
6 "	3M	1.[illegible]	1.07
8 "	2M	1.[illegible]	1.21
10 "	2M	1.[illegible]	1.41
12 "	2M	[illegible]	1.73
14 "	1M	[illegible]	[illegible]
16 "	1M	[illegible]	[illegible]
20 "	1M	[illegible]	[illegible]
24 "	1M	[illegible]	[illegible]

Flour Sacks, satchel bottom— Majestic Ex Heavy	Plain per 100
12½ lbs . ⅛ bbl	.48
24½ lbs , ⅛ bbl.....	.70
49 lbs . ¼ bbl	1.40

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.02¾
15 "	.02¾
18 "	.02¾
20 "	.02¾
24 "	.02¾

—10—

Silk Fibre, No. 1—	
9 in. rolls.....	.03⅛
12 "	.03⅛
15 "	.03⅛
18 "	.03⅛
20 "	.03⅛
24 "	.03⅛
30 "	.03⅛
Paper Towels—	
25 rolls, 150 towels each, with holder and basket.....per case	4.00
25 roll lots ..... "	3.00

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime.....	3.90
Baby, 1 doz., glass.....	2.10
Peninsular.....	4.75
Star, 4 doz.....	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	2.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" hotel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.75
Gold (Tall) ..	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles.....	.10
Cocoanut Ripple	.11
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.09
Sugar Cookies.....	.10
Water Crackers.....	.08
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.17
" Butters	.16
Cocoanut Macaroon.	.16
Fancy Jumbles.....	.16
Frult Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.16
Sweet Marle.....	.15
Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Graham Wafers.....	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09⅛
Oyster Crackers.....	.09	.09⅛
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will bs mads on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40	
" " with horseradish.... "	.....	
" large, 1 doz ..... "	2.00	
" " with horseradish.... "	.....	

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swlss, selected, tub.....	.....
" " loaf, .37.... less	.38
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.22
Roquefort.....12 In case, "	.....
" .....less than case, "	.48
Parmesan, about 30 lbs.....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 In case .....case	.....
" .....single	.....
" In tln .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	.....
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelwels, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.27½
" " .....less than loaf	.29
" square loaves, No. 1, about 25 lbs. each.....per lb.	.23
Limburger, No. 1.....box and ½ box	.18½
" .....less tban ½ box	.20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	18-.20
English Dairy..... "	.22½
Pineapple, picnic size, 6 In box.....per box	3.00
" gem size, 6 In box..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45

	Per box
Fromage de Brie, M. C. C., 1 In box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 In box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.	.....	
Welner Wurstel, 16 in tin.....per doz.	.....	
" 8 in tin..... "	.....	
Imported Cervelat Sausage, Rolff's.....per lb.	.....	
Imported Frankfurters.....per doz.	.....	
Goose Breast, Imported, marked weight, per lb.	.....	
Pate de fois Gras, small.....per doz.	3.00	
American— 50 and 100-lb. boxes.		Less.
Cervelat (Circle S.).....	.28½	.30
" (Diamond S.).....	.27½	.29
" Peutonic.....	.24	.25
" Gothaer.....	.32	.33
Salami (Circle S.).....	.28½	.....
" (Diamond S.).....	.27½	.....
" (G. A. P.)	.....	.....
Landjager, short..... per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.18
Smoked Braunschwelger Liver Sausage "		.18
Lachs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.20-.22
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, plnt glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. palls.....per pail	.75
" 10-lb. palls..... "	1.45
Beef Salad, In glass.....	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots.....per keg	1.25	
Milkers, Y M .....per keg	.....	
Mixed, standard, bbls.....	.....	
" ½ bbls	.....	
Milkers, standard, bbls.	.....	
" ½ bbls.....	.....	
Scotland—		
Mixed, large, fulls, bbls.....	.....	
" " ½ bbls.....	15.50	
Milkers, " bbls.....	.....	
" " ½ bbls.....	.....	

—12—

Marinirte Herring, Imported, about 40 In pail..	2.75
Roll Herring, imported, about 25 in pail.....	.....
Spiced Herring, Imported, about 40 in pail.....	.....
Norway Stockfish, dry.....per lb.	.15
Matjes Herring .....plece	.....

Bismarck Herring.

Round tins, with key, pint.. .....per doz.	2 65
" " quart.....per tin	.42
" " 2 quarts.....	.75
" " 4 quarts.....	1.25
Roll Mops, 4-quart tln.....	1.30
" 2-quart tin.....	.75
" quart tln	.....
Kruger's Roll and Brat Haring, oval tins, doz.	.....

Russian Sardines.

Imported, Wallkoff brand.....per keg	.....
" 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
Cut Spiced, 10-lb. palls..... "	1.45
" 5-gal. keg.....per keg	.....
Russian, In glass jars.....per doz.	.....

Norway Anchovies.

Fancy, keg.....	.....
" ⅛ keg	.....
" ¼ keg	.....
" ⅓ keg .....per doz.	3.00
Original package.....per ⅓ bbl.	.....
Repacked, 5-lb. pails.....per pail	.....
" 10-lb. pails..... "	.....
" 5-gal. kegs..... per keg	.....
" ½-lb. flat tins.....per doz.	.....
" ½-lb. tall tins..... "	.....
" 1-lb. tall tins..... "	2.10

Salt Sardellen.

Original packages, 1902.....per anker	.....
Repacked, kegs, about 8 lbs.....per keg	3.25
" pint jars..... ...per doz.	5.25
" large tumblers..... "	.....
" small tumblers ..... "	2.00

Russian Caviar.

1-lb. tins.....per doz.	.....
½-lb. tins..... "	.....
¼-lb. tins..... "	.....
⅛-lb. tins..... "	.....

German Dill Pickles—Regular Size

60-gal. casks, about 2000.....per cask	.....
50-gal. bbls., about 1200.....per bbl.	9.50
15-gal. kegs, about 500.....per 100	.80
10-gal. kegs, about 300..... "	.80
5-gal. kegs, about 150..... "	.80
10-lb. pails, about 50 .....per pail	.75

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....	.....

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	.....
48-gal. bbls.....per bbl.	6.00
10-gal. kegs.....per keg	2.00
5-gal. kegs..... "	1.25
10-lb. pails .....per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfaffernusse).....per lb.	.....
Spitzkugein ..... "	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg., "	.....
" No. 2, 6 in pkg., "	.....
" No. 3, 6 In pkg., "	.....
Amandines, 9-lb. tins.....per tin	.....
" small tins..... "	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-cbow, 5-gal. keg	2.50
" " 10-gal. keg.....	4.50

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	.....
Green Kern .....per lb.	.35
Potato Flour..... "	.09½
German Dried Pears..... "	.....
Dried Mushrooms ..... "	.....
Juniper Berries ..... "	.08
St. John's Bread..... "	.....
Bay Leaves..... "	.08

COTTOLENE.

Cases, small, medium or large cans	7.[illegible]
Tierces, about 350 lbs	.[illegible]
½ bbls., about 180 lbs.....	.[illegible]
Tubs, about 65 lbs	.11

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	.[illegible]
" " choice, new, 35 lbs.....	.1[illegible]
Picnics, full cream, fancy, new, 20 lbs.....	.1
Swiss, domestic, about 30-lb. blocks.....	.27
" about 70-lb. loaves	.....
McLaren's, medium, 2 doz.....per doz.	1.35
" Club, 2 doz..... "	1.00
Red Edam.....each	1.65
Philo Cream, 1 doz. 10c. size.....per doz.	.95
Elkhorn Pimento, 1 doz..... "	1.40

EGGS.

	Per do
Nearby, candled and selected, 30 doz.....	.34
Western, selected.....	.33
Milhen Farm	.36
Awltru, packed In cartons.....	.34

—13—

FANCY GROCERIES.

ond Staple Paste, 5-lb. cans	per lb.	.33
hovies, in oil, 6 ring bottle	per doz.	5.00
" " 3 ring bottle	"	3.25
ers, Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
ton Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
rries in Maraschino, glass, 1 doz	"	7.00
m Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
rle Powder, pints	"	3.60
" 4 oz	"	2.40
" 2 oz	"	1.40
nch Peas, extra fins	per case	21.00
Cann's Irish Oatmeal—		
-lb. cans	per doz.	3.00
-lb. cans	per tin	.65
-lb. cans	"	1.65
atley & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
d Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
. stone jars, 4 doz		1.75
odore Marquett Mushrooms—		
irst choice	per case	32.00
hoice, 100 tins	"	30.00
Iotel, 100 tins	"	28.00
iffles, ½	per tin	.20
" ⅓	"	.35
" ¼	"	.65
" ½	"	1.25
imps, pickled, small size		1.10
" Dunbar's, 2 doz	per doz.	2.75
s in Cordial, Bishop's, 1 doz	"	6.50
rstalized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
ne Juice, Rose's	"	4.50
tor Rose Water	"	2.25
" Peach Water	"	2.25
ted Olives	"	5.25
e Franco-American Food Co.—		Per doz
lroths for invalids, all kinds, ½ pints, 4 doz.		1.40

OUILLON CUBES AND LIQUIDS.

ero Bouillon Cubes—		
er tin, 100 cubes		1.70
" 50 cubes		.90
er doz. tins, 12 cubes each		2.75
ieko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
4-oz. bottles, 1 doz		3.75
ieko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
big's Oxo Cubes—		
2 48, 10c. size	per dos.	.85
2 10s, 25c. size	"	2.00
Cans, 100 cubes	per 100	1.65
nour's Beef, Clam and Chicken Cubes—		
small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	2.70
mour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
mour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

	Per doz.
mour's Solid Extract of Beef—	
Jars, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
mour's Fluid Beef Extract—	
Bottles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
resota	7.65
ng Midas	7.90
ld Medal	7.75
llhourne	7.65
Top	7.90
lsbury's Best	7.65
mper Idem	6.80
lde of the West	6.65
obeam	6.55
ldal Veil	7.65
aker	7.25
ie Seal	6.85
nny White	7.80
ocker's Best	7.35
luth Imperial	7.40

Prepared Flours.

	Per case
iscilla Prepared Doughnut, Cake, Ginger-bread and Tea Biscuit Flour—	
doz. 14-oz	1.44
doz. 28-oz	2.40

(Either straight or assorted cases)

Self-Raising Flour.

cker's Buckwheat, medium, 18s	1.56
" Flap Jack Flour, 18s	1.50
icle Jerry Buckwheat, 36 2s	2.75
" Pancake, 36 2s	2.60
esto, 18 pkgs	1.60
nt Jemima Buckwheat, 36s	2.70
" Pancake, 18s	1.35

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05⅝
New York State Marrows, new, bags about 2½ bushel	5.15
Michigan Pea, new, bags about 2½ bushel	4.20
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 1 hushel bags	3.65
Lentils—	Per lb.
000000, 210-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	1.50
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.50
Instantaneons, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 3 doz	per case 2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs.	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-os. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	2.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—		
36 pkgs		2.85
60 pkgs		4.75
144 pkgs		3.60
Freibofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08½

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large	1.45
" " " small	.90
" " " large, gross	17.25
" " " small, gross	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free	per gross 11.00
Chalmer's Sbredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	88
Tryphosa	.88
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 3 doz	per case 3.75
Jello, the dainty dessert—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Jello Ice Cream Powder—	Per case
Assorted, 3 doz	2.70
Straight flavors, 3 doz	2.70
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant; Wine Flavors: Port, Sherry, Madeira	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 200 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	.12
Cubes or Elbows, 24 z	
Spaghetti, 25 1s	
Vermicelli, 25 1s	.12
Alphabet, 25 1s	

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freibofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

—16—

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	40.00	20.60	10.50	2.25
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	28.00	14.60	7.50	1.65
Ex. Norway, No. 4	400-450	25.00	13.10	6.75	1.50
Ex. Norway, No. 5	550-650	20.00	10.60	5.50	1.25
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24 00	12 60	6.50	1.45
Extra Irish, No. 2	300-350	27.00	14.10	7.25	1.60
Medium Irish, No. 2	350-450	26.00	13.60	7.00	1.55
Irish, No. 4	400-450	25.00	13.10	6.75	1.50
Large Cape Shore	100-120	16.00	8.60	4.50	1.05
Med. Cape Shore	180-220				

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1. Lab. Splits	8.00	4.60			
Herring, med. No. 2, Lab. Splits	7.00	4 10			
Shore, round, large	10.00	5.00			
" " medium					
Ocean Whiting Fish	5 50	3 35		.50	.45
Salmon, large, red	22.00	11.60	6.00		
Salmon Trout, pink	17.00	9.10	4.75		
" white	15.00	8.10	4.25		
Shad, Mess					

Shredded Cod.

	Per dos.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

"Gilt Edge," 24 pkgs	.80
"Highland Beauty," 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09
Our Choice, 40 lbs	
Gilt Edge, 40 lbs	.06½
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07
Snow White, 1-lb. bricks, 20 lbs	.10
Favorite, Cod, 2-lb. bricks, 40 lbs	.09½

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
Pollock	
Hake	

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

New Extra Scaled Herring	per box .15
Boneless Herring, fancy 10-lb. boxes	per lb. .16
Smoked Salmon, whole fish	" .30
Smoked Bloaters, 50s	per box
Finnan Haddies, 30-lb. boxes	per lb.

FRESH FISH.

	Per lb.	
Hallbut	.12	-.14
Bass Native		-.15
Salmon, fresh	.11	-.20
Eastern Cod	.06	-.11
Croakers		-.06
Large Hake		-.09½
Haddock		-.07
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel	.14	- 20
Snappers		- 14
Eels		-.12
Rock Fish	.18	- 25
Lobsters		-.40
Flounders		-.07
Large White Perch		-.12
Sea Bass	.08	-.12
Blue Fish		
Porgies		
Fresh Mackerel	each	-.30
King Fish		
Weak Fish	.10	-.17
Butter Fish		-.06
Tile		-.07
Shad, Roe		1.90
" Buck		1.90

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	-	9.00
" Culls	4.00	-	4.50
Tuckerton, Primes			9.00
" Culls			4.50
Cove, Primes	9.00	-	10.00
" Culls	4.50	-	5.25
Blue Points		-	6.00
Rockaway bbls.		-	5.50
" boxes		-	5.75

—17—

CLAMS.

Pickert's, cans, No 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.5[illegible]
Necks	"	5.00 - 6.[illegible]

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.10

SEEDS.

Caraway	per lb.	.15
Celery	"	.37
Poppy	"	.30
Canary, bags		.08
Rape, bags		.13
Hemp, bags		.04½
Millet, 50 lbs	per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09
" 25 lbs	.09¼
" 48 pkgs	.09½
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.09
Fancy Muirs, 25 lbs	.07¾
Extra choice Muirs, 25 lbs	.07¼
Extra fancy Muirs, 25 lbs	.08¼
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.15⅜
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10¼
Dates—	
Dromedary, 36 pkgs	per case 2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.08¾
Hallowee, 70 lbs	.07½
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs	per box .85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09½
50–60	.08[illegible]
60–70	.08
California, 25-lb. boxes—	
40– 50	.10
50– 60	
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 2[illegible] pkgs.	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	
Connoisseur, 20 pkgs.	.25
California Seedles—	Per lb
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatel, 4 crown, 50 lbs	.0[illegible]
" 1 crown, 25 lbs	.01¼
Valencias—	
Rogers, Imported Ondara Layers, 25 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs	.09
Owl, fancy, 36 pkgs	.08[illegible]
Sun-Maid, 3[illegible]	.09
Seedless—	
Nota-Seed, 36 pkgs	.10[illegible]
Valca, Thompson, 4[illegible]	.12

COCOANUT.

Dromedary—	[illegible] case
4[illegible]	[illegible]5
4[illegible]	[illegible]
1[illegible]	[illegible]
4[illegible]	1[illegible]
[illegible]	1.75
12[illegible]	1.[illegible]
Dromedary—	Per lb
[illegible]	[illegible]
[illegible]	[illegible] ¼
[illegible]	[illegible]
Baker's Inland—	Per case
100 [illegible]	4 4
50 [illegible]	2.20
[illegible]	2 10

HORSERADISH.

	Per doz
[illegible]	[illegible]
M[illegible]	[illegible] ½
[illegible]	[illegible]
Herbert [illegible]	4[illegible]

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.32½
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.60
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	.65
Square, Oriental Red, 2 oz., 1 doz		.40
" Green, Blue or Violet, 2 oz		.40
" Magic Black, 2 oz., 1 doz		.40
" Electro Chemical, 2 oz., 1 doz		.40
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.40	.50	.70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal , Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

Banner Lye—	Per case
Case of 4 doz	3.45
Case of 2 doz	1.80
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.25
Red Seal, sitting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 hoxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 hoxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 50
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¼ cases.

MINCE MEAT.

Nor[illegible] Su[illegible]—	Per case
1 g[illegible]	2.70
[illegible], with 1 pkg. free	5.40
Armour & Son—	Per lb.
Celebrated Steedless—	
Quarters, 11 lbs	.01¾
Barrels (1 Olive), 40 and 25 lbs	.11
Wooden pails, 10, 40 and 16 lbs	.11
Kenrick—	
Quarters, 11 lbs	
Barrels and halves, 40 and 25 lbs	
Wooden pails, 10, 40 and 16 lbs	.01¼
Compressed, cartons	doz. to case .70
" "	6½ doz. to case 5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kegs, 40 and 60 lbs	.13½
Van Camp—	
Vermont's, Condensed Steel—	Per doz
1 [illegible] jars	1.40
[illegible]	4
Vermont Maid—	Per [illegible]
Quart [illegible]	[illegible]
[illegible]	[illegible]
[illegible]	.11
2 [illegible]	.1[illegible]
" 4 lb	.13

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola (Corn Oil)—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Cottonseed, large, 2 doz	.87½
" medium, 2 doz	.77½
Wesson's Cooking, 30 No. 2	per case 7.50
Fancy, 8 cans	per case 7.50
Lonbon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz bottles	3.60
2 doz. 21¾-oz cans	4.80
1 doz. ½ gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼ oz jars, 1 doz	2.35
" 1 oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼ oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per l
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.20
Almonds, Ne Plus Ultra, bags, about 75 lbs	.17
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.17
Filberts, bales, about 220 lbs	.13
Brazils, large, bags, about 180 lbs	.14
Pecans, large, bags, about 160 lbs	.14
" medium	
Mixed Table Nuts, 25 lbs	.15
Peanuts, Green—	
Jumbo	.06
Fancy, hand picked	.05
Virginia, choice	.04
Peanuts, Roasted—	Per bus
Jumbo	1.70
Fancy, hand picked	1.40
Virginia, choice	1.05
Big Nickel	100 cartons 3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18.25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.00
10-gal. keg	8.50
5-gal. pail	4.35
Sour and Dill—	
45-gal. hbl., 1800s	17.50
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19.00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.25

VINEGAR.

	Per g
Pure Cider, 45 grain	.1[illegible]
" 40 grain	.1[illegible]
Distilled, 45 grain	.0[illegible]
" 40 grain	.0[illegible]
Fermented, 45 grain	.0[illegible]
" 40 grain	.0[illegible]
Beech-Nut, quarts	per doz. 2.5[illegible]
" pints	" [illegible]
" ½ pints	" [illegible]
Cruikshank, distilled, white	per gal. .1[illegible]

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.1[illegible]
" " 10–12 lbs	.1[illegible]
" " 14–16 lbs	.1[illegible]
" Skinned Hams	.2[illegible]
" Cooked Hams	.2[illegible]
" Bacon	.2[illegible]
" Dried Beef, insides	.2[illegible]
" Beef, knuckles	[illegible]
Empire Brand Hams, 10–12 lbs	.1[illegible]
" Skinned Hams, 18–20 lbs	.1[illegible]
" Picnic Shoulders	.1[illegible]
Hams, skinback, 18–20 lbs	.1[illegible]
" 14–16 lbs	.1[illegible]
" 8–12 lbs	.1[illegible]
Picnics, 6–8 lbs	.1[illegible]
Dried Beef, sets, city smoked	.2[illegible]
" tenders and knucks	.2[illegible]
" air dried, sets	.2[illegible]
" " tenders and knucks	.2[illegible]
Brisket Pork	23.0[illegible]
Jersey Pork, butt	per bbl. 21.5[illegible]
" family	" 23.0[illegible]
Breakfast Bacon, rib in	.1[illegible]
" boneless	.1[illegible]
S. P. Bellies, 14 lbs. average	.1[illegible]
Bologna, 25 lb. boxes	[illegible]
Boiled Boneless Ham	.2[illegible]
Beef Tongues, smoked, 5–6 lbs	per lb. .2[illegible]
Cooked Compressed Ham, 25-lb. boxes	[illegible]

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.[illegible]

SCRAPPLE.

	Per [illegible]
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.[illegible]
3 doz. 12-oz. cans	2.[illegible]
1 doz. 8-lb. cans	8.[illegible]

LARD AND COMPOUNDS.

	Per [illegible]
Armour's Simon Pure Leaf Lard—	
Small	7.[illegible]
Medium	7.[illegible]
Large	7.[illegible]
Swift's—	
Premium Pure Leaf Lard, kettle rendered	[illegible]
Silver Leaf Brand Lard, kettle rendered	[illegible]
Jewel, compound	[illegible]
Cotosuet	[illegible]

—21—

Pure Lard—	
s, 50 lbs. net weight...per lb.	.11½
os, net... "	.11¼
10 tins...6 in crate	7.50
5 tins...12 in crate	7.60
3 tins...20 in crate	7.70
Pound—	Per lb.
rces and tubs, about 340 lbs	.11⅛
b. tubs	.11¼
b. tin pails, 60 lbs	.09⅝
b. " 60 lbs	.09¾
b. " 60 lbs	.09⅞

DRESSED MEATS.

Dressed Stock—	Per lb.
ers	.10 –.14
fers	.09 –.13
ws	.08 –.11
al Calves	.14 –.16
tra Calves	.... –.18
tterns and Barnyards	.10 –.13
ntry Dressed	.12 –.14
tras	.... –.15
ep	.11 –.12
tra Wethers	.... –.14
nbs	.16 –.17
tra Lambs	.... –.18
gs	.... –.11½

BUTCHERS' SUNDRIES.

Steer Tongues...each	.... –.80
Tongues	.... –.60
Heads, scalded	.50 –.75
tbreads, veal...per pair	.75 –.80
" beef ...per lb.	.25 –.30
Livers "	.25 –.30
Kidneys...per doz.	1.25
Livers	.10
ls...per doz.	1.20
ts, beef...per lb.	.05
, beef	16.00
erloin, beef, western	.22
Pork, loins, city	.13
" " western	.13

DRESSED POULTRY.

eys—	Per lb.
stern, young hens, 8 to 10 lbs	.28 –.30
" young toms, 15 to 18 lbs	.28 –.30
l bens and toms	.24 –.26
mmon to good	.18 –.20
ers—	
iladelphia, fresh killed, 3 lbs. and under to pair, fancy	30 –.32
iladelphia, fresh killed, 3½ to 4 lbs. to pair	.30 –.32
iladelphia, fresh killed, 3 to 3½ lbs. to pair, fancy	.30 –.32
s—	
stern, fancy, heavy	.19 –.21
avy Roasters, 4 to 5 lbs	.22 –.24
r to good	.18 –.21
l cocks	.14 –.15
lbs—	Per doz.
me, large, fancy	4.50–5.00
xed	3.00–3.50
rk	1.75–2.00

LIVE POULTRY.

g Chickens, nearby, 1½ to 2 lbs	.20 –.22
e Springers	.19 –.20
s	.19 –.20
sters	.12 –.13
ks, young	.15 –.16
old	.14 –.15

PRESERVES, JELLIES, JAMS AND MARMALADES.

s—	Per doz.
tter's, pure	.95
pit jelly, apple flavor, 30 lbs. full weight, per pail	1.00
himmel's, 8-oz. tumblers	.80
itional, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
erves—	Per lb.
himmel's pure, 12-oz. jars, 2 doz...per doz.	1.60
itional, 30-lb. pails	.09½
uthwark, 30-lb pails	.06½
" 3-lb. toy pails ...per doz.	3.00
a—	
himmel's, pure, 10-oz. jars, 2 doz	1.40
uthwark, assorted, jars, 2 doz	.90
ge Marmalade—	
rtley's imported, 4 doz	1.90
himmel's, pure, 2 doz	1.50
h-Nut Brand Conserves—	Per doz., in glass

	Large	Medium	Individual
——			
rawberry	3 25	2.00	1.10
d Raspberry	3.00	1.80	1.00
ackberry	3.00	1.80	1.00
ach	2.25	1.40	.80
anberry Sauce	2.25	1.40	.80
ncord Grape	2.40	1.50	.90
um	.....	.....	.....
iced Plum	2.25	.....	.....
mson Plum	2.25	1.40	.....
s—			
d Currant	3.00	1.80	1.00
ck Currant	3.00	1.80	1.00
ince	3.00	1.80	1.00
ape	2.25	1.40	.80
ab Apple	2.35	1.50	.90
ple, Spitzenberg	2.25	1 40	.80
ava Jelly	.....	1.80	.....
erves—			
neapple, shredded	3.00	1.80	1.00
erry	3.25	2.00	.....
malades—			
ape Fruit	2.25	1.40	.80
ubarb	.....	.....	.....
ange	2.20	1.35	.80

Large jars packed one dozen, medium two dozen individual three dozen per case.

—22—

Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs...per pail	1.15
" " full 5-lb. slip cover tins, ½ doz...per case	1.60
" Schimmel's, 30-lb. pails...per lb.	.06¾
" " 3-lb. slip cover tins. 1 doz ...per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz...per doz.	3.15
" Mother Cook's, No. 14, 2 doz...doz.	.85
Peach, 30-lb. pails...per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum...per lb.	.15
Borax, powdered, bulk "	.11
" lump, bulk "	.09
Butter Color, W. & R...per doz.	2.00
Bluestone, bulk...per lb.	.12
Copperas "	.02½
Camphor, gum, 1-oz. blocks "	.70
" flakes, 250-lb. bbls "	.18
" " less quantity "	.19
" Tar Balls, 250-lb. bbls "	.17
" " less quantity "	.18
Castoria, Fletcher's ...per doz.	2.80
" Pitcher's "	.80
Carbonate of Ammonia...per lb.	.15
Epsom Salts, bbls "	.04½
Glauber Salts "	.02½
Glue, ordinary "	11
" white "	.20
Gum Arabic "	.50
Haarlem Oil ...per doz.	.40
Husband's Magnesia "	2.90
Jamaica Ginger, Hires', flasks "	.90
Licorice, P. & S., 5c. stick, imported. "	.36
" M. & R., 5-lb. boxes...per lb.	.23
" " lozenges, 5-lb. boxes "	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes "	.24
" root "	.12
Putty, 25-lb cans...per 100 lbs.	1.57½
" 50-lb. cans "	1.47½
Petroleum Jelly, screw top, 5c. size ...per doz.	.35
" " 10c. size ... "	.75
Paris Green, 100-lb. kegs...per lb.	.17
" ¼-lb. pkgs., 50 lbs "	.22
" ½-lb. pkgs., 50 lbs "	.21
" 1-lb. pkgs., 50 lbs "	.20
Rosin "	.04½
Roach Powder, BB, 4-oz. cans	2.00
" " 10c. size...per doz.	.80
Roachsault, 10c. size "	.80
Saltpetre, crystal, about 350-lb. bbls...per lb.	.38
" granulated, about 100-lb. kegs "	.38
Sulphur, flour, 175-lb. bbls...per 100 lbs.	2.50
" 100-lb. bags...per lb.	.02¼
" less quantity "	.03
Venetian Red "	.02
Whiting "	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz...per doz.	4.00
Bath Brick, 25 in box...per box	.60
Sealing Wax "	.03
Silver Sand...per bbl.	1.20
Tar, pts ...per doz.	.....
" qts "	.....
" gals ...each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums...per case	4.50
U. S. Nerve and Bone Liniment, 25c. size...	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry..No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals...per gal.	.18
" ½ bbls., 28 gals ...per ½ bbl.	5.60
" kegs, 14 gals ...per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 40/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs ...per 100	.70
Kegs, 150 lbs...per 100	.80
Granulated, 60-lb. boxes...per box	.60
" Crystal Brand, 24 2½-lb. pkgs., per case	.80

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ⅛ and ¼-lb. pkgs., 36 lbs	.05½
" ⅛, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

	Per doz
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz...per box	2.75
Kleenatub ...¼ gross	2.50
Electro Silicon, 1 doz...per doz.	.80
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz...per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size ...100 cans	3.85
" 5c. size ...50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz ...per doz.	.45
Sunbright Cleanser, Swift, 60s	2.25
Red Seal Cleanser, 4 doz	1.90
Bon Ami Powder, 3 doz	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumisbine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s ...per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naptha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co.	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.75
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naptha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Sonp Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	.26
Tumeric	.09½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05
" less quantity	.05½
Cinnamon, Canton, fancy	.11
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.55
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.25
" large	.28
Pepper, black, original bags	.16
" less quantity	.17
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingslord's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¾
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03½
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs, per lb.		.07½
Weikel's, 24 pkgs, per doz.		.90
Bird Gravel—		
Red, 36 pkgs, per doz.		1.05
Silver, 36 pkgs, "		1.05
Bath Brick, 25 bricks, per box		.77½
Toothpicks, Eureka, 100 boxes, per case		1.80
" Saginaw, 3 doz, per doz.		.37½
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.30
Le Page's Glue, bottle	"	.80
" tube	"	.80
Royal Glue, 3 doz	"	.80
Steel Carpet Tacks—		Per doz.
8 oz., 100 count		.08½
10 oz., "		.10
12 oz., "		.12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case		.92½
Matting Tacks—		Per doz.
No. 11, blued		.12
No. 12, "		.17
Fly Paper—		
Sticky, 10 cartons		2.35
Tanglefoot, 10 cartons		.....
Fly Ribbon, Tanglefoot, 2 doz, per doz.		.40
Poison, 1 doz. sheets		.20
I-X-L Poison, 50 envelopes		.60
Wire Fly Swatters, leather bound, per gross		3.60
Wax, white and yellow, per lb.		.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.30
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb.	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.15
" 24 2½ lb	2.55
" 12 5 lb	2.50
" 6 10 lb	2.40
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.13
No. 2½, 2 doz	1.62
Perfection—	
No 2, 2 doz	.90
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	1.90
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.
" medium, 2 doz	1.
Golden Tree, large, 1 doz	2.
" medium, 2 doz	1.

WOOD AND WILLOW WARE.

Brooms.

No.	Per
6, R. P., fancy	2.5
7, "	3.1
6, Household	2.8
7, "	3.1
6, Monogram	3.3
7, "	3.6
Daisy	2.5

Washboards.

	Per
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	2.4

Butter Dishes.

Wire ends, 1 lb, per 1000	1.4
" 2 lb., oval, "	1.8

Clothes Pins.

5 gross, per box	.4

Mops.

	Per
O-Cedar—	
Polish Mop, large size	15.
" smaller size	9.0
Triangle Mop, large size	15.0
" small size	9.0
Dusting Mop, black, large size	15 0
" " small size	9.0

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1.1
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Per
Wood Handles—	
No. 34, fibre, strap handles	1.

Shoe Brushes.

	Per
With Handles and Daubers—	
No 0, All Mexican fibre	.0
No. 1, Prepared fibre	1.
No. 7, All pure bristles and full	1.
No. 16, All pure bristles, socket dauber, solid back	2.

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1.
No. 10, A	2

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1
18, All horse hair	1
21, " white tipped	2

TOBACCOS—PLUG.

	Pe
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	6.
Greenback	6.
Honest	6.
Miners' Extra, 10c. size	11.
Pipe Smoking, 5c. size	5.

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.
Sensation, ⅓ gross	6
Wild Rose, ⅓ gross	6
Omega	6
Union Leader	6
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz	"

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, February 14, 1916. No. 7

The grocer who fills a telephone order with second-grade goods—so many do—will get away with it only if he confines the practice to half-witted women.

Packer of Meat and Other Canned Goods is Liable if His Goods Injure Consumers. So Pennsylvania Supreme Court Decides in Meat Case.

The United States Chamber of Commerce Will Hold a Vote Among Business Men to Get Weight of Opinion as to Whether Manufacturers Should be Allowed to Fix Retail Prices.

A Food Guarantee That After Its Date All Foods Sold Under It Shall Comply With the Law, is Pronounced Valid by United States Court.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

"The Cereal Wonder"

that breaks all cereal precedents, that astonishes the oldest inhabitant by showing an unbroken record of increasing sales from year to year—

Shredded Wheat

That's because it is made right, is sold right and represents the best process ever discovered for making the whole wheat grain digestible in the human stomach.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N.Y.

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

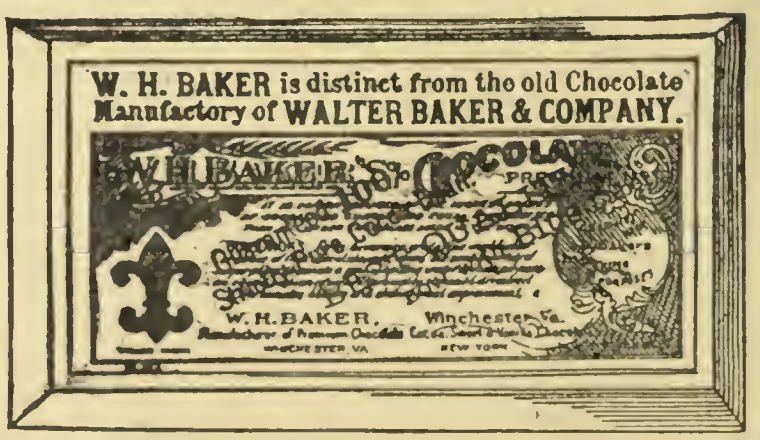
Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

W. H. BAKER, WINCHESTER, VA.



Chocolate and Cocoa Preparations

UNITED STATES SERIAL No. 5257
Guaranteed Under the Food and Drugs Act, June 30, 1906

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, February 14, 1916. No. 7.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
GROCERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
ate Exchange.

All Checks and Drafts payable to the Gro- World Publication Co.

n independent journal published ex- ively in the interests of modern mer- nts of all classes.

ELTON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
Advertising Manager.

bscription Rates, Including Postage, Payable in Advance:

PER YEAR

United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
le Copies	.10

Contents.

PAGE

ker of Meats and Other Canned Goods Is Liable if His Goods Injure Consumers 4

Continuing Food Guarantee Is Good 5

torial 6
he Harvest.
he Alart & McGuire "Agreement."
Good Aid for Increasing Canned Goods Consumption.

orth Reading and Remembering.. 6

Vy a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 8

e New York Letter 9

nsylvania Organization Notes... 10

arings to Decide Proper Quantity of Water in Evaporated Peaches and Jelly Standards 10

PAGE

The Grocery Markets 12

Individual Market Reports 12

Selling Talks with Clerks..... 12

Association News 13

Pennsylvania News Items 13

Correspondence 14

"The Stroller's" Column (Contributed) 20
Some Wife!

Weekly Window Display Suggestions 20

Legal Department 22
No. 350.—What the Amendments to the Stevens Bill Mean.

There Will Be a Vote as to Whether Manufacturer Should Fix Retail Prices 23

Science of Advertising 24

Goods That Are Being Advertised to Your Customers 25

Subscribers' Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 27

American Specialty Manufacturers' Association 11

American Sugar Refining Co...Cover 4

Anderson Computing Scale Co., The, 21

Babbitt, Inc., B. T. 25

Baker & Co., Ltd., Walter 13

Baker, W. H. .....Cover 2

Buckley, Elton J. 4

California Associated Raisin Co..... 23

Chase-O Manufacturing Co. 21

Crescent Manufacturing Co. 13

Dayton Moneyweight Scale Co..... 13

Fairbank Co., The N. K. 9

Fleischmann's Yeast 14

Forbes, J. P. 13

Harris Co., Wm. B. .....Cover 4

Hamilton Corporation, The 5

Heacock, H. F. 21

Heekin Can Co., The 25

Hires Condsned Milk Co. .....Cover 2

Indexed Coupon Books 13

Kirk, Foster & Co. 10

Knight Cooking Extract Co. 21

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 11

Mapleine 13

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 7

Nowland Co., A. C. 19

Philadelphia Electric Co. 13

Postum Cereal Co. 7

Rumford Chemical Works 21

Shinn & Kirk 27

Shredded Wheat Co., The.....Cover 2

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 9, 13

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

U. S. Slicing Machine Co. 21

Wheatena Co., The 13

Where to Get Premium Goods..... 19

Wilkinson's Sons, C. 27

Packer of Meats and Other Canned Goods is Liable if His Goods Injure Consumers

Pennsylvania Supreme Court Decides This in Case Brought by Woman Whose Husband Died After Eating Diseased Pork. Packer Liable Even Though His Products Pass Through Grocers' Hands.

The Pennsylvania Supreme Court has just decided a most important case, involving the legal liability of a packer of meats, when a consumer buys a tin of his brand from a grocer and is poisoned by it. The court held that the packer is responsible, and upheld a verdict of $3,000 damages.

The plaintiff in the case was an Italian woman who lives in Luzerne County, Pa., and the defendant was a large Western packer. The meat involved was pork. The packer killed and packed it in Missouri and shipped it to its branch house in Luzerne County. A retailer bought it from the branch house and sold it to the plaintiff. The pork bore the regular Government stamp showing Government inspection. The plaintiff got it in the original package, and her whole family became ill after eating it. Her husband died as the result. Chemical analysis showed trichinosis, a disease from which pork often suffers.

Suit was brought against the packer on the theory that he had packed the pork and should have inspected it; that if he had inspected it he would have found trichinosis germs in it; therefore he was negligent. The packer defended on the ground that there was no evidence that he had been negligent in any way; that the Government inspection relieved him from the necessity of making any.

The jury found a verdict for $3,000 and the packer appealed. The Supreme Court decided every question against him, although one justice dissented. The opinion lays down the rule that anybody who packs a food product in packages is bound to inspect it to see that it is fit for human consumption, and that the Government inspection of meats and meat products does not relieve the packer from making his own inspection.

The following is from the opinion:—

> The sale in this case was not made by defendant to plaintiff directly, but indirectly through Louis Octocavani, a dealer, though the testimony as to that is not clear. But assuming that Otocavani who ordered the meat was a dealer, the first question to be considered is whether there was an implied warranty by defendant, that the meat sold to the dealer was free from disease, wholesome and fit to eat, and whether this warranty extended to the consumer after the meat had passed through the dealer's hands.
>
> The general rule is that where the sale of articles of food is for immediate consumption, there is an implied warranty that the food is wholesome and fit for the purpose intended, irrespective of the seller's knowledge of disease or defects therein: 35 Cyc. 407 and cases cited.
>
> The contention that the warranty did not extend to subsequent purchasers after the meat passed through the hands of middlemen cannot be sustained. The case of Ketterer vs. Armour & Co., 200 Fed. Repr. 322, is directly in point, that being a case of sale of pork infected with trichinæ. It was there said by Circuit Judge Noyes, at page 322, "The contention of the defendant is that a manufacturer who deals with the middleman and not directly with the consumer owes the latter no duty whatever except the duty owing to all men to refrain from knowingly and wilfully inflicting injury. And as wilful injury is hardly conceivable, the claim comes down to this, that a producer of meats can take no steps to detect poisonous parasites in his products, although the danger of their presence is well known and can be guarded against, and yet may sell such products with impunity so far as the demands of poisoned consumers are concerned. This contention is based upon the theory that so long as the manufacturer sells only to the dealer or middleman, he is a stranger to the consumer; there is no contractual relationship to base a duty upon. It is said that the dealer may sue the manufacturer and the consumer may sue the dealer, but that the consumer cannot sue the manufacturer. In other words, if the claim be well founded the middleman has an effective remedy, but he is not injured. The consumer is injured, but he cannot look to the wrongdoer and must sue the local dealer, who is likely to be irresponsible and is certainly free from fault.
>
> And this contention has support in authority. It is unquestionably the rule in the case of many manufactured articles where the consequences of negligent manufacture cannot be followed down to their final results. Thus, as is pointed out in one of the cases, a careless manufacturer of iron could not be held responsible for the destruction of a steamer from the bursting of a boiler, into the construction of which his imperfect material, after passing through many hands, had gone. In such cases, and in others less clear, it is said that public policy requires that the remedy for negligence should not be pressed to an impracticable extreme. But I am wholly unable to apply this rule in the present case; much more to apply it in the name of public policy. Public policy regards the public good and I am yet to be convinced that the public welfare will be promoted by holding that producers and manufacturers owe no duty to consumers to guard against diseased and poisonous meats and provisions except in those isolated cases where they happen to sell directly to them.
>
> The remedies of injured consumers ought not to be made to depend upon the intricacies of the law of sales. The obligation of the manufacturer should not be based alone upon privity of contract. It should rest, as was once said, upon "the demands of social justice." The producer should be held responsible for the results of negligent acts which he can readily foresee. There is no analogy between the case where defective material, after passing through many hands, produces not to-be-looked-for ill effects. The iron manufacturer who fails to inspect a piece of iron cannot foresee that it will be used in a boiler and cause a ship to sink. But the meat packer who fails to inspect his products for poisonous parasite or ingredients, knows that poison will poison, and that the persons to be poisoned through his neglect will be those who eat his products, and that no one else. The natural, probable and almost inevitable result of his negligence will be injury to the consumer and, in my opinion, every consideration of law and public policy requires that the consumer should have a remedy.
>
> To the same effect is Meshbesher vs. Channellene Oil Co., 107 Minn. 104, where the manufacturer was held liable to the consumer for impure oil purchased by the latter from a retail grocer.
>
> The same rule was applied by this court in Elkins, Bly & Co. vs. McKean, 79 Pa. 493, to the sale of oil. In that case it was said by Mr. Chief Justice Agnew, page 502, "The substance of that point is, that after the oil had passed from the defendants in large quantities to Arbuckle & Co., and from them in smaller quantities to Caskey, and from Caskey to Steel Short and Hart, who sold the lampful to McKean, there can be no recovery. The argument in support of this point is founded upon the alleged successive intervening liabilities of the persons through whose hands the oil had passed. But this proposition is unsound as a legal defense. The number of hands through which the oil had passed might furnish a strong argument on the question of identity, and the guilty knowledge of Elkins, Bly & Co. as to this particular oil, but could not constitute a legal bar to recovery, if the identity of the oil and the guilty knowledge were made clear.
>
> These authorities effectively dispose of this question. It is contended by defendant, however, that since the sale was made in the original package, used in interstate shipment, the transaction was exclusively within the Federal statutes relating to the inspection and sale and transportation of meat, and neither the common law doctrine of implied warranty nor the Pennsylvania statute above referred to, nor other Pennsylvania statute laws forbidding the sale of adulterated food applies, and as defendant had fully complied with the Federal Inspection Laws, the lower court was right in entering judgment for defendant.
>
> Under the Federal meat and food acts and the rules of the Department, the packer is forbidden to make an inspection prior to the Government's inspection, in the manner in which such inspection is made, but there is nothing to indicate that a subsequent inspection is forbidden or could not be made by the packer. Defendant made no pretence of showing such independent inspection or examination, but relies upon the argument, that no such inspection was necessary and that its duty to the consumer was fulfilled by the Government inspection.
>
> We agree with the reasoning of above cases and hold that the Federal statutes providing for meat inspection by Government officers, do not relieve the packer from liability for damages where he has made no inspection nor taken any steps to ascertain for himself whether the meat sold by him is fit for food. The common law duty to sell only wholesome food still remains and the burden of discharging this duty has not been shifted to Government inspectors. The jury having found that the death of plaintiff's husband was the result of eating meat packed by defendant which was affected by a disease which the evidence showed was discoverable by proper inspection, the burden was on defendant to show fulfillment of its duty which burden was not met by merely proving inspection by the United States Government inspectors.
>
> Under the foregoing principles, governing the sale of articles of food, a prima facie case is made out by proof that the meat sold by defendant was diseased and caused the death of plaintiff's husband. It was not necessary to go farther and prove defendant knew the food was unwholesome. Defendant's duty was absolute: 35 Cyc. 407; Wiedeman vs. Keller, supra; Meshbesher vs. Channellene Oil Co., supra. It was bound to know that the meat was unwholesome and unfit for food and this duty was not performed by merely showing an inspection and approval by United States Government inspectors.

There are several decisions in similar cases where the retailer, instead of the packer, was sued, that the retailer was not responsible unless he gave a specific warranty of his own. This because the goods were packed and sealed by some body else and usually he could not know the contents.

More About the Cream of Rice Co.

The Cream of Rice Co., which was a stock-selling scheme discussed a week or two ago, seems not to amount to much as yet. Information secured during the week is that its headquarters are at 1223 W. Madison street, Chicago and that it is composed of H. D. Stewart, T. C. Fredrich, F. O. Balch and E. F. Balch, of Davenport, Iowa. Outside of an apparent investment of somewhat over $1,000 the concern seems to have no particular resources.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609
Keystone, Race 746

Continuing Food Guarantee is Good

icago Manufacturing Concern Gave a Jobber a Guarantee That All Goods Sold Subsequent to Its Date Would Comply With the Law. Goods Proved Bad and on Prosecution Being Begun Against the Manufacturer, He Pleads That His Own Guarantee is Worthless. Court Holds Otherwise.

ial Correspondence of "Modern Merchant and Grocery World."

hicago, Ill., February 8, 1916.

n interesting and highly im-tant pure food decision has just n handed down by the United tes District Court for the thern District of Illinois. The of it is that a food guarantee ch provides that all goods sold sequent to the date of it shall be adulterated or misbranded, legal guarantee.

Several months ago Glaser, hn & Co., a Chicago manufac-ng concern, sold Steele-Wedeles o., wholesale grocers, a quantity "Herald Brand" preserves. eral years before that the ser-Kohn concern had given the owing blanket guarantee:—

teele-Wedeles Co., City.

Gentlemen:—Replying to your fa-r 10th inst., would say we here-guarantee that all goods as fur-shed you hereafter will comply ith the Food and Drugs Act of ne 30, 1906, with the understand-g, however, that if we at any time se labels or packages furnished by ou or gotten up as per your in-ructions, we shall not be respon-ble for the form or wording of e same, but only guarantee that oods covered by same are not adul-rated. It is expressly understood at the above shall hold good un-notice of revocation be given in riting. Yours truly,

GLASER, KOHN & Co.,
G. D. Glaser, Pres.

ome of the preserves were nd in violation of the Federal od and Drugs Act, and the Gov-rnment communicated with Steele-Wdeles & Co. about it. They wed their guarantee, and the vernment then prosecuted Glaser, hn & Co. The latter defended the remarkable ground that their guarantee was no good. The rt, however, held otherwise in following language:—

Section 9 of the act approved ne 30, 1906, reads as follows, viz: Sec. 9. That no dealer shall be osecuted under the provisions of is act when he can establish a uaranty signed by the wholesaler, bber, manufacturer or other party siding in the United States, from hom he purchased such articles, to e effect that the same is not adul-rated or misbranded within the eaning of this act, designating it. id guaranty, to afford protection, all contain the name and address of the party or parties making the sale of such articles to such dealer, and in such cases said party or parties shall be amenable to the prosecutions, fines and other penalties which would attach, in due course, to the dealer under the provisions of this act.

It will be seen that this section does not, in terms, seem to comprehend a general continuing guaranty, but seems to apply to the specified articles contemplated at the time. Such, indeed, is plaintiff in error's contention. That construction, however, is narrow and not in accord with the spirit of the act, which should be construed in the light of its purpose. This purpose the court, in United States vs. Antikamnia Co., 231 U. S., 654-665, declares "is to secure the purity of food and drugs and to inform purchasers of what they are buying. Its provisions are directed to that purpose and must be construed to effect it." As between a dealer to whom the purity of the goods is guaranteed and the manufacturer who has the better opportunity of ascertaining the facts, the act aims to throw the ultimate responsibility on the latter and it should, therefore, be interpreted, if reasonably possible, so as to carry out this purpose to the fullest extent. In our judgment it is, therefore, not only a fair, but the most reasonable construction of the act to include within the scope of Section 9, continuing guaranties as well as those given at the time of the sale and in reference to specific goods. The belated position of plaintiff in error as to the meaning of the statute with regard to a continuing guaranty comes to us undermined with its earlier construction contained in the letter wherein it says "we hereby guarantee that all goods as furnished you hereafter will comply," etc., and "It is expressly understood that the above shall hold good until notice of revocation be given in writing." There is no reason in law for the claim that a continuing guaranty is invalid.

When by the terms of a written guaranty it appears that the parties look to a future course of dealing for an indefinite time, or a succession of credits to be given, it is to be deemed a continuing guaranty. Letters of guaranty should receive a liberal, fair and reasonable interpretation, so as to attain the object for which the instrument is designed and the purpose to which it is applied.

We are clearly of the opinion that the letter of January 15, 1907, constituted a good, valid and sufficient guaranty under the provisions of said Section 9, and that said guaranty attached to every item of sale made by plaintiff in error to defendant in error, after the sale thereof until revoked in accordance with the terms thereof, and that it furnished a basis for the filing of the information against plaintiff in error herein.

E. K. HUDSON.

"S. & H." Green Stamps

"Hamilton COUPONS" "The Sperry Magazine"

THE TRIPLE APPEAL

¶ Would a 20% increase in new cash business interest you? The "Sperry" Service has produced that result in thousands of cases. What are "charge accounts" costing YOU?

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

The Harvest.

One of the most interesting advertising campaigns which have appeared in years is that now being conducted by the Retail Merchants' Board of the Cleveland (Ohio) Chamber of Commerce. The newspapers are being used and a number of the advertisements which have appeared have been sent to this paper. The theme in all is the evil of carelessly returning goods. I will reproduce some of the headings and one complete advertisement. "When You Return Goods, What It Means to the Girl Behind the Counter"; "Taking It Back. A Privilege That Increases the Cost of Your Purchases"; "Returned Merchandise. Its Relation to the High Cost of Living."

The Return Privilege

An Evil Viewed From a Sanitary Standpoint

THIS is an age when sanitary precautions of all kinds are seriously agitated by women's organizations everywhere. The abuse of the privilege of having merchandise sent home on approval is a matter for reform as vital as any of those now effected.

Many articles of merchandise are now not returnable. The merchant does not want to place this same restriction upon *all* merchandise.

It is for the customer's own protection that the stores of Cleveland have adopted the recommendations of the Retail Merchants Board that certain merchandise be not accepted for exchange or credit. They unite in requesting the co-operation of the patrons of all the stores in putting these recommendations into effect.

The Board's recommendations will be printed in full in this paper next Monday, November 29th.

Retail Merchants Board
Cleveland Chamber of Commerce

Most of the members of the Retail Merchants' Board are department stores. They are up against the returned goods nuisance just as all department stores are. But why are they? Because they started it and competition has run away with them. Without doubt the expense of allowing returns of merchandise—the necessary bookkeeping, the delivery and recall—amount to an incredible percentage of the cost of doing business. Some of this expense the stores collect from their customers, some of it they can't collect—if they could they would not be spending money in Cleveland to stop the practice. They are simply reaping what they sowed.

A Good Aid for Increasing Canned Goods Consumption.

Mr. John R. Baines, the well-known Baltimore, Md., packer, suggested something to the National Canners' Association which if followed by packers generally would eliminate much of the uneven grading of canned goods, which constitutes one of the chief obstacles in the path of any plan to increase canned goods consumption. The following is from Mr. Baines' address on canned goods labels:—

> How, then, can we label so that the consumer can tell at a glance what the goods are? My plan is this: that every packer or distributor whose name appears on the label shall grade his own goods by printing on the label one of the following five designations:—
>
> My (or our) Extra Quality.
> My (or our) Extra Standard Quality.
> My (or our) Standard Quality.
> My (or our) Near Standard Quality.
> My (or our) Second Quality,
>
> and that no other form or change of phrase should be used. As of course it would be impossible to get every packer to agree to do this—I would advocate that the Department at Washington should issue a regulation to that effect, thus making it part of the national law, and consequently mandatory on the party whose name appears on the label.

The problem to-day is this: The National Canners' Association, I will say, spends a large sum of money educating consumers to believe that canned tomatoes are worth eating. A consumer who has been so educated goes into a grocery store and, possibly for the first time in her life, orders a can of tomatoes. There is nothing on the label to definitely inform her whether she is getting a good can of tomatoes, and as a matter of fact she gets a bad can—thin, watery, and half green. Everything that the association has accomplished is destroyed in that minute. It has actually hurt its own cause, because from then on this woman is going to be harder to get than she was in the beginning. She has been settled and confirmed in her prejudi against canned goods.

If Mr. Baines' plan was followe there would be something at lea by which the consumer could co trol her experiment. If she is t try canned tomatoes she will adm that she should try the best canne tomatoes that there are, and M Baines' label would tell her—if s looked at it. And there's the ru But if the National Canners' Ass ciation will work with the retaile in this thing, they can get many them to explain these things to co sumers.

The Alart & McGuire "Agreement."

The following is from the curre number of the "Grocers' Review the monthly pu lished by Girard Groce Co., of Philad phia:—

> The other day one of our clerks called upon the Philadelphia representative of Alart & McGuire Co. for a case of Waw Waw brand pickles, was told that while extremely sorry, he was unable to fur nish the package, as his house ha decided to supply local busin only through the jobber, and h entered into an agreement to th effect.

I can scarcely conceive that enlightened concern like Alart McGuire, doing business in Ne York, the scene of more a monopoly suits than any other m ket, could have not only made "agreement" with some jobbers n to sell a given jobber, but co boast about it afterward.

Let me advise Alart & McGu quite gratuitously, that if they h made any agreement with jobb not to sell the Girard Grocery C which by every recognized stand is also a jobber, they have viol the law and can be mulcted in l damages. So can the other par to the agreement, whoever they m be.

Worth Reading and Remembering

Show the clerk how to arrange goods on shelves, counters, and tables so they will make the best display. Give each clerk a certain section of the store to trim, and make him responsible for the way goods are displayed and kept.

Training your clerks will help them to be good salesman and *accurate* business men; to take more interest in your business and feel more responsible for its success.

Many times your business is judged by the conduct of your clerks. Show them how their actions outside of, as well as in, the store affect your business, their positions and futures.

Many a good clerk has been ruined by getting into bad company and developing habits his salary could not afford.

Why Buy Future Peas Now?

A well-known Western brokerage house offers the following interesting agreement as to why future peas should be bought now, in spite of the fact that the condition of the market would seem to make it a bad proposition:—

> Why buy future peas when spot peas can be bought so cheap?
>
> If the cost of carrying peas bought at present prices is less than you would have to pay for future peas, then you should not buy futures. But are you buying the spots? If not, you are overlooking a few things which, for convenience, we will enumerate:—
>
> 1. Peas in packers' hands number no more than on January 12, 1915.
>
> 2. Peas on hand one year ago practically all out of the packers' hands by June 1, 1915.
>
> 3. Consumptive demand for peas a year ago much less than now. Many people out of work then. To-day everybody working at good wages and spending freely for everything, including peas.
>
> 4. Acreage in peas will be reduced in 1916, not by agreement, but by the force of the lack of profits in 1915 and 1914.
>
> 5. The low prices made on 1915 pack peas have stimulated consumption tremendously, as jobbers and retailers have universally passed the low prices on to the consumer, who has been buying two cans at th former price of one, and using tw cans where formerly one was used

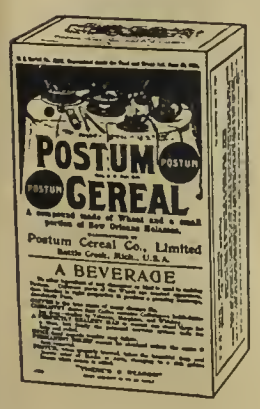
---

Enclosed is for two more ye..rs "Modern Merchant and Groc World." I think just the same a as ever of this breezy, bright p lication. Yours for a success year.—Geo. W. Kappelt, Erie,

Quick "Turn Over"

Clean Profit

The steady, heavy volume of carefully prepared and directed advertising has built up, maintained, and is steadily increasing the demand for



POSTUM

Newspaper and magazine advertising, sampling, demonstrating etc., all make for profitable retail sales—requiring only a small investment that is quickly "turned over."

"There's a Reason"

Sale Guaranteed!

Few retailers get as much as they should get out of manufacturers' advertising of nationally advertised products. They handle the goods, it is true, but they do not cash in on the advertising as they might. How could they do it? By using more of the rich and splendid advertising and display matter which almost all manufacturers prepare at a great cost.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—Ed.]

No. 13.—By Sol. Westerfeld, Retail Grocer, 1409 Madison St., Chicago, Ill.

In pleading for the passage of the Stevens bill we are not asking for anything new, as far as legislation is concerned.

There are a few points I should like to emphasize. In big business you have already conceded the wisdom of such laws, as in the uniform railroad tariffs and express rates, in the prohibition of the giving of rebates and other similar laws.

In small business, such as the vocation followed by me and those whom I represent, our Government has practiced the very opposite and has pronounced as restraint of trade any honest effort made by the manufacturer desiring to protect himself and his product, his customers, the dealers, and the consumer, by naming the price at which his produce should be sold.

You will recall the methods pursued by the Standard Oil Trust and the Sugar Trust and the Beef Trust and those other big menaces to the prosperity of our people.

Those large interests are constantly at war with those who interpose themselves between them and the pocketbook of the consumer; yes, at war with our Government itself.

The very method employed by these monopolies mentioned is the method of the retail octopuses, the damnable method of killing competition through price-cutting, and more the pity, our present laws rather encourage than hinder this slaughter of the innocent.

After the small dealer has been so disposed of, beware, consumer, for the insatiable appetite of these big trade pirates, who will never be satisfied with a fair compensation for any service performed.

The consumer knowing the regular price of widely advertised products, assumes that in the event of such articles being offered at a lower price, all the merchandise offered is correspondingly low. This supposition on the consumer's part is precisely the aim of the price-cutter, but nothing is further from the actual condition as it prevails.

How many times have you or your families, or your neighbors been induced to go to a cut-price store after bargains, to purchase products of known merit, at prices considerably lower than the regular price, only to be informed that the particular merchandise you wanted would only be sold, at the advertised price, if you purchased a certain amount of other goods with it?

For instance, it has come under my observation that a certain commodity, let us say sugar, is advertised at or below cost, but there is a confession of guilt in the very same advertisement when it states that this cut-price article, this sugar, may only be purchased when the consumer purchases $2 or more of other groceries, prohibiting, however, the purchase of other merchandise on which the profit is not very great to be included in the $2 purchase.

In an advertisement appearing in one of our Chicago papers last Sunday is contained among other things this: "Ten bars of Fels Naptha soap at 39 cents." That is about the cost to the dealer. It also contained the statement, however, "Ceylon or Oolong tea at 90 cents per pound." I am quite sure the profit on that was not less than 50 per cent. The concern in question can well afford to sell 10 bars of soap at 39 cents, at cost, and more than reimburse themselves on other commodities.

In the absence of a general high intelligence and full understanding of the underlying, or should I merely say lying, motives of the price-cutter, and in the presence of the gullibility of the average consumer, I can only see one remedy and that is to make it legal for the manufacturer to name the price at which he desires to have his product sold to the consumer.

I have no fear that this price will be exorbitant; competition will take care of that. Any manufacturer who hasn't a monopoly fixes the selling price of his product at his own peril. He cannot hurt anyone but himself. Self-preservation will compel him to fix a fair price—fair first to the consumer and then to the retail and wholesale merchants who handle his product. If he fixes the price too high the consumer will turn to some competitive product and the price-fixing manufacturer has driven trade away and injured no one but himself. If he fixes the price too low—and does not maintain quality—the product is not attractive to the merchants nor consumer and they turn from it to some more attractive competitive article, and again the price-fixing manufacturer has injured no one but himself.

You may depend upon it that in the promotion of his own business and indeed for the preservation of his business in the field of competition any manufacturer fixing a price must fix a fair price, fair to the user and fair to the dealer.

Any manufacturer manufacturing a good article is immediately followed by another manufacturer endeavoring to manufacture one just as good, just as cheap, or possibly a better or cheaper article, as far as it affects groceries. I can readily see that in certain lines of manufacture, with which I am not thoroughly acquainted, a monopoly may exist. It does not, however, apply to that line of business with which I am familiar.

I will say that I have prepared a list of cost of groceries to the dealer and the cost per package, the regular price at which it ordinarily is presumed to be sold, and t profit made by the dealer in case sells it at the regular price, and t percentage of profit. That list is follows:—

Article.	Dealers' cost per—	Cost per—	If sold at regular price to consumer.	Profit.	Per ce of profi
Campbell's Soup	Dozen, 90 cents	Can, 7½ cents	$0.10	$0.02½	25
Quaker Oats	Dozen, 94 cents	Package, 7.83 cents	.10	.0217	21
Kellogg's Corn Flakes	Dozen, 93 cents	Package, 7.77 cents	.10	.0233	22.
Shredded Wheat	Dozen, $1.20	Package, 10 cents	.12½	.02½	20
Cream of Wheat	Dozen, $1.50	Package, 12½ cents	.15	.02½	16⅔
Uneeda Biscuit	Dozen, 50 cents	Package, 4⅙ cents	.05	.00⅚	16⅔
Dr. Price Baking Powder	Dozen, $4 60	Package, 38⅓ cents	.50	.11⅔	23⅓
Royal Baking Powder	Dozen, $4 75	Package, 39.58 cents	.50	10.42	208.
Rumford Baking Powder	Dozen, $2.30	Package, 19.17 cents	.25	.0583	23.
American Family Soap	Case (66 cakes), $2.85	Cake, 4.32 cents	.05	.68	13.
Fels Naphtha	100 cakes, $4.00	Cake, 4 cents	.05	.01	20
Ivory Soap	100 cakes, $4 00	Cake, 4 cents	.05	.01	20

As you will observe the goo enumerated, whose names a household words all over t United States, even if sold at t highest prices asked by the sm dealer, pay but a small, if ar margin over and above the cost distribution to the consumer; the same brands, however, are the on most often advertised at cut pric it is they that make the best b to catch the unsuspecting co sumer.

Take Uneeda Biscuit, an artic of commerce well known all ov the world, all over the Unit States at least, costing at retail cents a dozen, 4⅙ cents per pac age, if sold at 5 cents per packa pays only five-sixths of a cent. J think of it. Only 16⅔ per ce profit. Even if that commod were sold at the regular pri without price-cutting, it would r pay any profit over and above t cost of distribution. Yet we fi Uneeda Biscuit advertised very fr quently at less than cost. We fi them advertised three packages 1 10 cents, or possibly two packa for 5 cents, in connection with t sale of some other big profit-payi merchandise on which the dea reimburses himself.

Inasmuch as we small dealers injured by this practice, inasm as the consumer is often misled made to pay higher than regu prices on other merchandise, in much as the manufacturer is present powerless to either prot himself, his product, the dealer consumer, we respectfully requ of your honorable body to afford of us this reasonable protection recommending the passage House bill 13305. In the words Huxley, "My experience of world is that things left to the selves do not go right."

The New York Letter

rchants' Association Opposes Bill Requiring Manufacturer's Name on Canned Goods Labels. New Association Organized to Combat Pernicious Legislation. Big Five-and-Ten Cent Store Profits.—Market Summary.

ial Correspondence of "Modern Merchant and Grocery World."

New York, February 11, 1916.

ıe Merchants' Association has sent ıe Congressional Committee on In- ate and Foreign Commerce a strong est against the passage of the bill iring the names of the packers on ıed goods to be placed on the label ans. This bill was recently dis- ed in the "Modern Merchant and ery World" and the opinion was essed that it was aimed chiefly at ate brands.

ıe Merchants' Association gives the owing reasons for objecting to the as it is now framed and for sug- ing that no name be required upon label except the name of the "man- turer, producer, canner, packer or ributor":—

Mr. Johnson's bill, H. R. 3,097, oposes an amendment to the Pure od and Drugs Act, which shall quire that in the case of food oducts the labels upon the pack- es shall state the name and ad- ess of the manufacturer, produc- , canner or packer of such prod- ts, and may also state the name the distributor.

VALUE OF TRADE-MARKS.

While we approve of the require- ent that the public shall be pro- cted by the presence of a respon- ble name upon the label, there are rious objections to the proposed rm. A very large part of the nned goods sold in the United tates are sold under distinctive ade-mark labels which are owned large jobbing or distributing rms—principally wholesale grocers in the principal cities. Many of ese wholesale grocers themselves erate canneries and are, therefore, ıe manufacturers of their own oducts of certain kinds. They, owever, in addition, buy large antities of other products from ıe producers. These are packed canned under careful specifica- ons as to quality and under the im- diate supervision of the wholesale stributor. They bear the label or ademark, and invariably the name id address, of such distributor, ereby affording to the public the st possible guarantee as to the ality of the articles. The value of ıe trade-mark would be greatly paired if it appeared thereon that ıe products in question were put up several different producers in- ead of actually the product of the rm whose name and guarantee it ears.

QUALITY IS PROTECTED.

The present practice tends toward aintaining a high quality of prod- t, and in any event the public is otected by the guarantee of the holesale grocer, who is invariably ır more responsible than the small nner or producer from whom the oduct is obtained.

If, therefore, the bill were so nended as to read as follows:—

"That the manufacturer, producer, nner, packer or distributor of od products must place upon the label of each package the name and address of such manufacturer, producer, canner, packer or distributor,"

with the omission of the proviso, the point we raise would be amply met. This would protect the public by requiring that every food product should bear the name of the person responsible for the purity of the product, which is the intent of the amendment.

We trust your committee will deem it wise to make the suggested change.

This would leave the situation as it is now.

* * *

The National Trade Assosciation, with headquarters at 18 E. Forty-first street, New York City, has been organized here, the purpose being as stated by itself: "The combatting of pernicious legislation and for the furthering of the general commercial interests of manufacturer, merchant and consumer." The officers are: President, Geo. B. Caldwell; vice-president, Percy S. Straus; treasurer, Harry B. Haines; acting secretary, Louis Barnett; directors, G. B. Caldwell, P. S. Straus, H. B. Haines, Edmund E. Wise, Jno. H. Love, Howard Brokaw, A. J. Marcuse, Geo. W. Mittun, Jason Rogers, Louis C. Page, Jno. C. McKeon, A. Meier, A. M. McCallum, Geo. W. McGeachin, Jno. H. Snowdon and Louis A. Lehmaier.

The association announces that the first bill which it will oppose is the Stevens bill, which would give the manufacturer the right to fix the retail price on any branded article.

The above list of officers and directors include retailers, wholesalers and manufacturers.

* * *

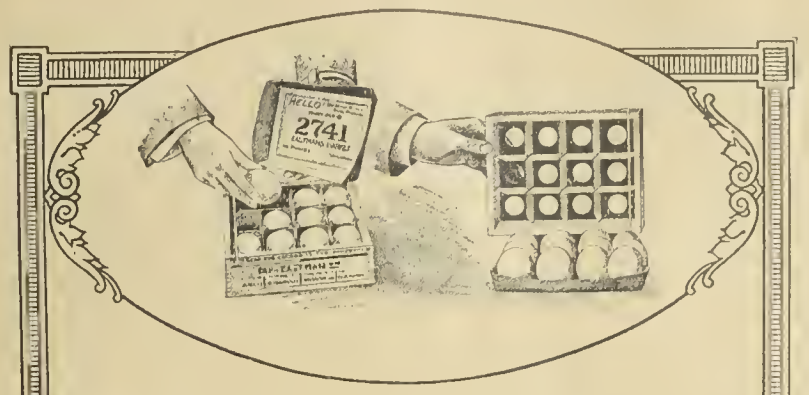
The annual report of the F. W. Woolworth Co. for 1915, which maintains a chain of 5 and 10-cent stores, showed a tremendous increase in profits. The sales for 1915 were $75,995,774, against $69,619,669 in 1914. The year's surplus after paying dividends was $3,219,459, against $800,000 less than that in 1914.

* * *

The Spanish olive oil people are making plans to push their own brands of olive oil on account of the embargo on Italian brands.

SUMMARIZED MARKET CONDITIONS.

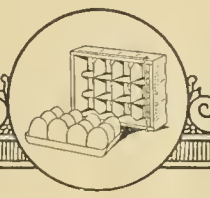
Tea quiet, but strong, particularly the lower grades, such as Ceylon-Indias. Medium and high-priced teas are quiet, but steady.—Coffee firm and high on account of Brazilian freight situation. All grades of Rio and Santos are about ½ cent higher. Milds steady to firm in sympathy, but without change. Other coffees unchanged.—Sugars closing the week a little heavier, although refiners are still asking 6 cents and raws have not shown any substantial decline. The refiners' strike here is affecting the mar-



Star Egg Carriers are enabling 63% of your fellow Grocers to put up, grade and candle their eggs in less time than you can simply fill a paper bag or carton. And, best of all it's increasing the profits of their Egg Department hundreds of dollars each year.

Star Egg Carriers will do the same for you.
Our booklet S-174 tells how. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1517 JAY STREET ROCHESTER NEW YORK

GOLD DUST

a steady seller

You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years — they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers.

How is your stock?

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

ket.—Norway mackerel very scarce and tending upward. Salmon steady to firm and in fair demand. Domestic sardines strong.—Spot tomatoes somewhat weaker on account of poor demand. Other canned goods unchanged.—Spot prunes a little heavy, but the coast market steady to firm. A few coast holders are offering at slight concessions, but not the largest.—Wheat closed the week somewhat firmer.—Flour shows decline of about 25 cents per barrel for the week.

Pennsylvania Organization Notes.

The Lehighton Board of Trade gave a dinner on February 4th complimentary to the School Board, Board of Health and Town Council at the Elks' Club. It was an enjoyable affair.

* * *

N. B. Spencer, secretary of the Honesdale Association, has been elected sheriff of Wayne County.

* * *

At the monthly dinner of the Bradford Association, held on February 8th, Asher R. Johnson, president of the Board of Trade, presented a plan for creating an industrial fund, to be used for the purpose of encouraging new enterprises. Mayor North was present and made a proposition of interest to the business men, details of which will be made public later. Bradford has a trade expansion movement working, is preparing for the annual convention, and is arranging for a public playground.

* * *

Organizer Smedley was the principal speaker at the luncheon and smoker given by the Wilkinsburg Association on the evening of January 31st. Over 100 were present. The secretary's report showed 131 members on the roll. A credit rating bureau established and plans made for trade extension. Other speakers at the meeting were W. B. Landsberg and W. E. Jackson, of Homestead. This association is now affiliated with the State Association and taking advantage of everything that will make it stronger.

* * *

State President Norris and Organizer Smedley spent February 2d with the Erie Commercial Club, of which Theodore Landsberg is president and manager.

* * *

Geo. McGarry, secretary of the Merchants' Credit Bureau of Johnstown, has accepted an important position with the State Insurance Board. It will not interfere with his secretarial duties. Congratulations are in order.

* * *

Organizer Smedley was the guest of the Erie Retail Grocers' Association at a dinner on February 1st. There was a large attendance, many grocers from nearby towns were present. Mr. Smedley spoke on "Business Building." This association is an active one—has a good treasury—capable officers and a large membership. Two new members were admitted and plans made for the enforcement of the Sunday closing law. President Zeiser and Secretary Kuhl make a good team.

* * *

The Erie Wholesale Grocery Co. has just closed a successful year and is preparing to erect a new warehouse, to cost $35,000 and to be finished early in the summer.

* * *

The Carbondale Association is holding monthly booster meetings and luncheons.

The February meeting was addressed by Charles M. Ketchum, of Washington, Pa. As usual, he told them things to do.

* * *

The Organizer visited Honesdale on February 4th and addressed a meeting, which was largely attended. President Ross introduced the speaker. After the meeting lunch was served and addresses made by many of those present. Honesdale is a town of opportunity and to make it grow is the thought of the business men.

Plans were made for an active campaign for new members and new industries. It was a good meeting.

* * *

Scranton is busily engaged with a "Pay Up Week."

* * *

The Wilkinsburg Association held a luncheon on February 2d. The guest of honor was Hon. Clyde M. Kelly, who spoke on "The Stevens Bill."

* * *

The Pittsburgh Retail Grocers' Union is considering co-operative newspaper advertising.

* * *

Lock Haven will banquet on February 14th and on February 17th will entertain an excursion of Harrisburg merchants.

* * *

Sunbury is working hard for a system of boulevard lights.

* * *

New Castle grocers now hold monthly luncheons, followed by a business session and a social hour.

* * *

Many towns are arranging for "Prosperity Day" on February 29th.

Hearings to Decide Proper Quantity of Water in Evaporated Peaches and Jelly Standards.

Both Will be Held in Washington Within Next Thirty Days. Trade Invited to Present Views, Either Verbally or in Writing.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
February 11, 1916.

Two important hearings on pure food bearing will be held within the next thirty days, one to decide how much water should be allow in evaporated peaches, and other to fix a standard for jams a jellies.

The evaporated peach hear will be held in the United Sta Food and Drug Inspection Lab atory, Federal Building, Buffa N. Y., at 10 A. M. on Februa 23, 1916, by a representative of t Joint Committee on Definitions a Standards. The trade and all oth interested parties are invited to present and express their views the subject either orally or in wr ing. Those who do not desire attend the hearing may pres their views in writing any time b fore or during the hearing. Wr ten communications should be a dressed to the Secretary of t Joint Committee on Definitions ar Standards,' Bureau of Chemis Washington, D. C.

The hearing on jellies, jams a marmalades and their ingredie will be held by the Joint Commit on Definitions and Standards at Bureau of Chemistry, Washingt D. C., at 10 A. M. on March 1916. At this hearing the trade a all interested parties will be giv an opportunity to present th views as to what should consti a proper definition or standard jellies, jams and marmalades. committee will be glad to r and consider written commu tions on the subject. Those wh not desire to attend the hearin person may submit their views writing any time before or dur the hearing.

HOLT

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

FOR THE WHOLE FAMILY

Our line is complete; we carry a full assortment of fancy and staple groceries and cater for the wants of the whole family. Prices right and quick service.

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

SYRUPS At this season of the year nothing is more popular as a breakfast sweet than a good table syrup. Our brands represent the most desirable quality to be had, they are well known and popular. *Challenge, Extra Fancy, Royal Table, Gilt Edge, Starlight, Very Best, King B, Extra Amber, White Clover, Crescent,* all good sellers. We also have some fine marks of early New Orleans Molasses, Extra Fancy Church, at 56c.; Engleside Fancy, at 43c.; Extra Choice Cruiser at 38c. Buy of us; satisfaction guaranteed.

CANNED PEARS *Cruiser Brand.* Here is a genuine Bartlett Pear, white and packed in good syrup, No. 2½ size tins, quality fine, making a delicious table dessert, and price reasonable, per dozen, $1.80.

PICKLES We offer new Pickles, nice, crisp stock, very desirable quality, oak barrels holding 45 gallons and count 1200s. Price per barrel, $9.50.

CANNED TOMATOES—Just received all the way from California a car of extra quality solid pack Tomatoes. These goods were bought below the present market and we are able to offer them to the trade at $1.10 per dozen, Di Fiore Brand. Don't miss this; fine flavor, red ripe and very desirable.

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

His O. K. Would Be Like the Stamp

If there was some high business judge to oversee business transactions and guarantee fair play in them, the O. K. that he would put on *some* specialty orders would be akin to the stamp which most representative manufacturers put on them.

What can you lose by stipulating that you will sign only orders with one of the above stamps on them? You can't lose latitude of choice, because almost all the better manufacturers use one stamp or the other. You lose nothing, while you gain the certainty that your jobber will treat the order as if it amounted to something, and your rights will be protected at every point.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Grocery Markets

Tea.

The tea market shows no change from last week. The situation is steady to firm, with freight rates still high. In fact, the rate on Ceylon-Indias is now about 6 cents per pound. No change has occurred during the week, but the situation shows a strong undertone and a good, active demand.

Coffee.

The coffee market, speaking particularly of Brazils, is tending upward and all grades of Rio and Santos are ½ cent higher than a week ago. The continued scarcity of ships to bring Brazil coffee to this country and the high freight rate are the reasons. Milds show no change. The situation is steady and demand fair. Java and Mocha unchanged and quiet.

Sugar.

The sugar market remains unchanged from a week ago, all refiners asking 6 cents for granulated and raws being quoted between 4.80 and 4.90 cents per pound. There was a dispatch from abroad during the week that England proposed to shut down on imports of sugar for various reasons connected with the war. If this is so, the market in this country will undoubtedly be affected, and some declines will result. The consumptive demand for sugar is fair.

Syrup and Molasses.

No change has occurred in glucose during the week. Compound syrup is seasonably active at ruling prices. Sugar syrup and molasses are both unchanged and high.

Fish.

Mackerel remains unchanged for the week, except that certain holders of Norways are now asking a little more money. The supply is so light that the chance is that they may get it. Mackerel is selling as well as could be expected. Cod, hake and haddock are unchanged and quiet. Salmon shows no change for the week; good demand for the season. Domestic sardines unchanged, steady to firm and quiet. Imported sardines all unchanged.

Canned Goods.

The tomato market is about 2½ cents weaker for the week, due entirely to apathy on the part of buyers. The statistical position is just as strong as it has been. There has been no decline in No. 2s, and if any bidding appears, the market will probably go back to where it was at least. The demand for future tomatoes still continues, although sellers are becoming more reluctant, as many of them are sold up. Corn and peas, both spot and future, are unchanged and in fairly good demand. Apples unchanged and very dull as yet. California canned goods show no change for the week, but the undertone on the coast is firmer, due to the revelation that stocks are lighter than most of the trade thought. Small Eastern staple canned goods unchanged and moving out regularly in a seasonable way.

Dried Fruits.

The Eastern markets are quoting lower prices on prunes than the fruit can be bought for on the coast to bring forward. This is for the reason previously reported that many of the Eastern holders are taking profits. Peaches and apricots unchanged and fairly active. Raisins unchanged and in fair demand. Currants and other dried fruits all selling to some extent without any change in conditions.

Beans and Peas.

Pea beans are about the same as last week, namely, $4 per bushel, in a large way. Perhaps the feeling is slightly weaker, but there is no material change either way. Marrows have shown a decline of 10 to 15 cents per bushel during the week. The fact that sales have fallen off a little on account of unfavorable weather is the main reason. California limas are perhaps a little weaker also, at least in certain holders' hands. The demand is quiet. Green and Scotch peas show no change and fair demand.

Butter.

There is a very active demand for all grades of butter, and the market is firm at an advance of about 2 cents per pound on all grades. The make of butter is light and the quality arriving is averaging fancy. The situation throughout is healthy and will probably continue for some time on about the present basis.

Eggs.

The receipts of fresh eggs are increasing to a considerable extent on account of the fact that the weather is very favorable for large production. The receipts of goods are larger than usual at this season. The consumptive demand, however, is active and is absorbing receipts on arrival. The market is clean and healthy on the present basis, but the future depends upon the weather.

Cheese.

The cheese market is firm and unchanged, with a moderate consumptive demand. Owing to the heavy export demand, stocks are reported low, and the market is firm on the present basis.

Provisions.

All smoked meats are steady and unchanged, with only a moderate consumptive demand. Pure lard and compound are in very light demand at steady and unchanged prices. Barreled pork, canned meats and dried beef are all dull and in light demand.

INDIVIDUAL MARKET REPORTS.

Standard Canned Goods.

Developments of more than ordinary interest are expected at the annual convention of the National Canners' and Brokers' Association at Louisville. Tomato canners from all sections of the country will be there, and the brokers who distribute 90 per cent. of the output will meet them and go over the market situation thoroughly. A larger number than usual of the buyers for the wholesale grocers will be in attendance to gather information that will be valuable to them during the coming season, because they have found it worth their while to attend previous conventions.

Trading in future tomatoes was active again, and the orders for them came from the same sections that bought them so freely during January. In fact, the market has broadened considerably, and the outlook is favorable for continued activity during the month.

Jobbers who buy "futures" conservatively at to-day's prices, of canners whose contracts are worth par under all or any market conditions, will find themselves in position to do business on a satisfactory basis when delivery time rolls around. It is worth while to take up the subject now. We offer the same brands that you have bought with satisfaction in previous seasons, and we request your orders.

Spot tomatoes are firm, though less active this week. The quick change from summer-like weather last week to wintry temperature has its influence on the buying, doubtless, but there will be a steady demand in carlots, regardless of weather conditions, because the jobbers need the goods. They are property to own at to-day's cost.

There was a good demand this w for stringless beans because of the velopments mentioned in our last i regarding the enormous advance in cost of seed beans, which adva again this week. Spinach, sweet tatoes and corn were again fairly a during the week, but the other lines vegetables were dull. The buying corn for future delivery is beginning attract attention, and already the v fancy shoepeg variety, for which H ford County is especially noted, been nearly sold up to the limit at fr 75 to 80 cents a dozen. We have o a few carloads left of our brands sell at 75 cents, strictly fancy qual which are worth your prompt attenti

Pears were the only article in can fruits for which there was a fair mand this week. The other arti were dull and neglected, which is alw the case in this market at this time the year. They will all have their nings when the spring trade opens up

Cove oysters are likely to stiffen should this spell of freezing weat continue during February, and they worth attention now.

THOS. J. MEEHAN & Co.
Baltimore, Md.

Imported Fish Specialties.

The approaching Lenten season see to have had a decided stimulating eff upon the salt fish trade. Norw mackerel are moving more freely, a there seems to be a good demand the same. Herrings of all kinds, spite of the enormously high ask prices, are selling better, although o in a hand-to-mouth way. There is

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Cutting Down the Newspaper Bill.—Twenty-inch double column, twice a week is probably the average newspaper advertising of the average grocer.

If you are the fellow who plans the advertising for your store, I have a suggestion for you this week. Incidentally, please remember, that the suggestions contained in "Straight Talks" aren't theories, but real facts, worked out before they appear in these columns.

To cut down your space 50 per cent. without working from another angle might prove something of a risky proceeding. So the other "angle" is the window.

* * *

A real cost window, with life and sensation in it.

Suppose you start with your 10-cent peas and mark them 5 cents a can. "Oh," you say, "we couldn't do that; that would be too much of a sacrifice." Wait a minute.

We'll say your're cutting out $10 on you're newspaper account; you're selling your peas at cost, plus overhead charges. Would overhead charges exceed $10?

Again, which method would create the most comment. Peas in the window at 5 cents, or peas in the paper at 10 cer —$1.10 a dozen? Which would bri the most people into the store?

* * *

Manifestly there is only one answ and it's in favor of the cost windo You may call the scheme a loss if y want to, but it isn't. It's chargable advertising expense.

I do not wish you to infer that t importance of newspaper space is nored. That's the live wire that nects us with the money holders. there are other live wires whose vo may carry a greater shock, even if fitful.

* * *

You can establish a cost window th may be "read" any hour of the day night. There's another good thing connection with this. The cost sta many a customer on a brand of goo which they continue to buy later at t regular price. This has been prov time again. Be sure to limit the s —say, Friday, Saturday and Mond and another one for one day or for t other three days.

On a separate card have printed u derneath the *big* one, "Tuesday the pri goes back to ——," so and so.

eptionally good demand for imported lines of all kinds, particularly for wegian goods, which are getting cer every day, because new supplies not available, owing to the asking es in Norway, which are simply be- d our reach. Stocks of all kinds of orted sardines have never been as ll in the United States as they are . This also refers to other kinds of ied fish, like anchovies, of which a ment arrives here every once in a le from Sweden or Norway, and ch is readily absorbed for consump- on arrival.

e mentioned in our last report a introduced by Representative Cary ie House of Representatives, Wash- on. This bill, if passed in its pres- form, would mean ruin to the salt preserved fish trade of the United es and incidentally to the fishermen, more particularly, it would tend to ease the cost of living, because the umers would be unable to obtain salted and preserved, which is one ie most healthful and cheapest food nodities at reasonable prices all the round. We again ask all our read- o lodge a protest against the pass- of this bill with their representatives Washington, and do it quickly, be- e it is of the very highest import-

STROHMEYER & ARPE CO.
ew York.

ASSOCIATION NEWS.

Pittsburgh, Pa.

he officers and members of the sburgh (Pa.) Retail Grocers' ective Union are certainly a lot of men these days. They a membership campaign on r the direction of Messrs. Don- , Loughran and Durbin, who the Campaign Committee. re were a score or more of new bers taken in at the last regular ting January 17th and the com- ee says they expect to present hundred new applications on next meeting night. The ter has been thrown open and nitiation fee suspended during campaign.

he Legislative Committee has up with the city authorities nforcement of the law against lay selling and the police rs have been instructed to en- the law and enter prosecutions st those who fail to obey it.

ey have also taken up the mat- of enforcing the ordinance st the hawking and barking ucksters and peddlers on our c streets.

ey are also lending their as- nce to the National Association eir fight for the passage of the vens bill" by sending letters to e Congressmen from this dis-

ey are also organizing their s in preparation for the bills expect to introduce in the next Legislature by having all retail, wholesale and manu- facturers' associations appoint a similar committee from each organization to meet and work together for this purpose.

Secretary Bell has been very busy writing compensation and fire insurance and has most of the members amply protected in both lines of insurance.

The preparations for the big Food and Industrial Show to be given February 19th to 26th, inclusive, at Motor Square Garden is almost completed and from present indications this will be one of the largest and most successful ever held in this section of the country. More than three-fourths of the exhibition space has already been contracted for. There will be concerts afternoon and night by Gulich's celebrated orchestra, while Miss Tess Huber and the noted Pittsburgh soprano soloist and other soloists will be heard during the show.

The members of the Grocers' Union alone will distribute one hundred thousand special admission tickets to their customers and friends. C. A. BELL, Secy.

Pennsylvania News Items.

An opinion was given during the week by Deputy Attorney General Hargest to the State Dairy and Food Commissioner that merchants holding licenses to sell oleomargarine at retail cannot take orders for that product in any city or town except that designated in the license.

An Important Flavoring
IS
MAPLEINE
necessary to both the kitchen and the candy shop.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton
Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

WE NEED SALESMEN
High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.
For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

THE VALUE OF BRIGHT STORES
¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.
The Philadelphia Electric Co.
Tenth and Chestnut Streets

THERE IS A REASON
why we send our books by the thousands year after year to the same people all over the United States. They realize their merit. Inexpensive. All sizes. Indexed. Accurate. Will get the cash. Control the credit customer. Prevent losses, disputes and forgotten charges. Almost eliminate bookkeeping, hold your transient cash trade, etc.
F. O. B. Destination.
We want you with us. No charge for samples or literature. No obligation

FORBES INDEXED COUPON BOOKS
WE HAVE SOLD MILLIONS OF THEM
J. P. FORBES, Forbes Building, Coshocton, Ohio

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations
Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

Registered, U. S. Pat. Off.
This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.
The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by
WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

Stock Wheatena, the Greatest Cereal Repeater on the Market
The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Assoc'n

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Merchants Insurance Companies.

Bangor, Pa., Feb. 2, 1916.

To the Editor.

Dear Sir:—Please inform me in your next issue of some good merchants' insurance companies. Several of my stock and fixture policies will soon expire and I wish to get into communication with them. EDW. F. REIMER.

The Pennsylvania Retail Merchants' Fire Insurance Co., Erie, Pa., and the Grocers' Mutual Fire Insurance Co., Huntingdon, Pa.

* * *

"As to The Northern Jobbing Co."

Rugby, N. D., February 1, 1916.

To the Editor.

Dear Sir:—What information can you give me about the Northern Jobbing Co., of Chicago? Are they a regular wholesale grocery concern?

Thanking you for the information, I remain, Yours truly,

F. C. TAFT.

The Northern Jobbing Co. has a fair financial standing, but so far as we can learn, it is a retail concern, not a wholesale at all.

* * *

Cheering Words Indeed.

Plainfield, N. J., Feb. 3, 1916.

To the Editor.

Dear Sir:—Pardon my delay in answering yours of January 20th. I had the check ready, but my office was left without a bookkeeper and I was too busy to write. I did not feel like mailing you my check for a two years' subscription to your valuable paper without writing you a few kind remarks. I owe your paper that much. I can't say nothing less than I said two years ago—"the best investment that I ever made in subscribing to your paper."

No matter how much a wide-awake merchant knows about his business, he can always learn something more by reading your issue each and every week. It is a big help to me and a great guide. Your editorial writings written by a man who knows how, are splendid every week; your Legal Department is worth special praise; your market news is up to the minute; your Selling Talks with Clerks are splendid lessons for the boss as well as for the clerks. I let the clerks read them every week. Your "Stroller's" column is a real cheer after a hard day's work; in fact, your top cover is not a small lesson for anybody. I read it each week from cover to cover and it is full with good stuff.

Hoping to be with you for a half a century at least, and wishing you and yours the compliments of the season, I remain,

Yours very truly,

SOLOMON MANN.

* * *

Jewel Tea Co. Methods.

Johnstown, N. Y., Feb. 7, 1916.

To the Editor.

Dear Sir:—On page 8 of your February issue there is an article on Jewel Tea Co.—Value of Premiums. Can you tell us if there is any limit to time extended for purchase of goods before customer becomes owner of premium? Also wish to know the Jewel Tea Co.'s phraseology of the obligation to return premium if customer discontinues buying before the required amount is purchased.

J. SPONNOBLE, JR.

Up to now the Jewel Tea Co. has done business mostly in the West, and we have not had the opportunity to get acquainted with its methods. Perhaps some subscriber knows, and will tell us.

* * *

A Premium Scheme.

Bland, Va., Jan. 27, 1916.

To the Editor.

Dear Sir:—Will you kindly let us know if the National Novelty Import Co., St. Louis, Mo., is reliable? We made a deal with them in 1914. They were to take back all unsold goods at the end of one year from our first payment, which is now about out. We have nearly $300 worth of their goods. This is a premium deal.

Yours very truly,

F. A. CRABTREE & CO.

This concern is well rated by the mercantile agencies and financially seems all right. We have found, however, that the contracts through which these scheme concerns agree to take back unsold goods are usually worded in such a way that the buyer can get but little out of them. Send on your contract and let us look at it.

* * *

Pittsburgh Grocers Don't Want Association Insurance Plan Changed.

Pittsburgh, Pa., Feb. 11, 1916.

To the Editor.

Dear Sir:—At a meeting of the Executive Committee of the Pittsburgh (Pa.) Retail Grocers' Protective Union, the matter of the action of the Board of Directors of the Pennsylvania Retailers' Mutual Fire Insurance Co. in departing from the regular policy and rule of the company (established when same was organized) of charging their policy holders a cash premium of 50 per cent., or one-half the standard board rate, and adopting the change by which the full rate set by the Board of Underwriters will be charged to members of said constituent associations after July 1st, was taken up and discussed. Exceptions were taken to this change and the Executive Committee voted unanimously to express our disproval of same by instructing the secretary to write the officials of the Retailers' Mutual Fire Insurance Co. inquiring why said change has been made, for we understood that it has ever been the policy of this company since its organization to write insurance on the present basis, and as the company, according to the public statement of its secretary, has always paid all its losses promptly, was in first-class financial condition and had a surplus or reserve sufficiently able to meet any reasonable demands that might be required of it.

Also, we can learn of no demands for this change being made by any of the policy holders or different associations throughout the State, but on the contrary find most of them opposed to such a change. One of the principal organizers of this company has assured us that he is very much against this change. Now we insist that we be shown the necessity of such a change or that there is any request or sentiment among the policy holders for such a change. If this cannot be shown we desire to know by what right the Board of Directors made this change without even notifying the policy holders they contemplated such a change. Is the added revenue needed to take care of or create a salary for some of its officers or to help out on the expenses of the State organization? We believe the business of the State Association and the Retailers' Mutual should be kept separate and apart from each other and we further believe the Retailers' Mutual under its present system is able to take care of itself; its business affairs are properly conducted without unnecessary expense, etc. Further, we believe it will be detrimental to the best interests of this company to make this change and that it will not alone result in a loss of business to this company but also loss or decrease in the membersh of the State Association, and may even disrupt a number of loc associations whose members recei very little in benefits except th saving in insurance. In fact, tal the insurance feature away fro the State Association and you te down one of its corner stones.

It's all very well to say that portion will be returned at the er of the year. Can you guarant that it will and how much of i The merchant to-day is not lookir for prospects or what may be, b wants the bird in the hand. W also know that the more mon comes into our hands the mo tendency there is to spend it free in expense and otherwise, a under the present system, as w understand it, we are not inclined the belief that there will be muc of a rebate to the policy holde at the end of the year. We ther fore enter a protest against this u necessary change of policy and b lieve that most of the other assoc ations will concur with us in wh we have stated and also voice a pr test against said change.

Respectfully yours,

C. A. BELL,

Secretary Retail Grocers' Protec ive Association.

* * *

Wanted, a Butcher's Refrigerator

Hudson Falls, N. Y.,

February 5, 1916.

To the Editor.

Dear Sir:—I am in the mar for a second-hand butcher co about 10 x 12 inside measureme Could you refer me to anyone t has one for sale? An early rep will oblige. Yours truly,

HARRY E. SWAN.

We publish this letter so th anybody with such a refrigerat for sale can answer.

Meantime you might write t Howe Scale Co., 514 Market stre Philadelphia; the McCray R frigerator Co., Kendallville, In and the Brecht Co., Pearl stre New York City. These firms oft have second-hand refrigerators.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

This Brand Will Stand Any Good Thing You Can Say

Goldenoyle, which we advertise here, is a higher-grade article than any other cooking oil you can possibly have in stock.

We know all the others and we know **Goldenoyle.** It is the finest grade of cooking and salad oil which has ever been put on the market. You can sell it under the most enthusiastic recommendation you can give—you cannot say too much.

One thing to say is that Professor Allyn, the widely-known Westfield, Mass., chemist, has passed **Goldenoyle** as conforming with the Westfield standard. Has he passed the brand you are selling?

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

Some Wife!

Here I am back again on the subject of wives, and why some of 'em ought to be choked to death.

I've got an old friend in the grocery business. Been one of my customers almost ever since I started on the road. He's about fifty-eight years old now, and in good condition in every way. Not a has-been at all.

His place is about an hour's railroad ride from Philadelphia. The chain-stores have got in there and business ain't like it was ten years ago. One or two stores have dropped out and nobody's making what they did before the chain stores came. But it ain't as bad as it might be, and my old friend was still getting along all right. Making a living for himself and his wife, anyway. They had a married son and a married daughter, both living in their own homes. Frank and his wife lived by themselves.

I know Frank's wife pretty well. I've had meals in their house a lot of times and they've treated me all right. Mrs. Frank has a fool rule that you can't spit backy juice on her parlor carpet, but I don't hold that against her—she's just queer.

She's all right, understand. She's been a good mother and she's a good wife. Nothing wrong with her at all that way. The only thing wrong with her is her judgment. Once she gets an idea in her head it sticks there until it's been put into effect, no matter how bum it is.

She got an idea about a year ago that Frank ought to go out of the grocery business. She never did like the grocery business much. She had an idea that people looked down on you if you was a grocer—she's often talked to me about it.

But that wasn't the reason she wanted him to get out. She said there wasn't any more money in the business on account of the chain stores and for the amount of work Frank was doing, he wasn't getting enough out of it.

She had a fool notion that in a little while there wasn't going to be anything but chain-stores.

"I tell you, ma'am, you're dead wrong about that," I used to say to her. "You're *awful* wrong about that. There's all the chance to-day for a good grocery store that there ever was. It's simply got to do business in a little different way, that's all."

We've had a lot of hot squabbles about that, but she couldn't see it. Nothing to it but that Frank must get out of the business before it fell down on top of him.

I didn't sleep with 'em of course, but I've got reason to believe that she nagged him night and day about it. Of course, "all for his own good."

And in the end she put it over. He sold his store to a couple of his clerks and got out.

The store brought him in $1,500 in cash and the clerks' note for $500. And by George that was about all he had. The business had always handed him a living, but not any more. He'd raised his family good and that little wad of coin was all the old fellow had.

I forgot to tell you, I used to say to her:—

"What would Frank go into if he did get out? He ain't a young man any more. He wouldn't have a lot of money to put into anything. What would he do?"

"Oh, I'm not afraid of that," she would say. "A man as good as Frank is could get something."

Fine piffle, that was.

Well, as I say he sold out about four months ago and he ain't got anything yet. He looked around the town for something to put his money in—something that would give him a job, too—but he ain't found it. He could have bought into a couple of things, but they were all run down. There was one real good thing he could have got into, but it took four times as much money as he had.

Then he tried to get a job without putting money in. Maybe you think it's a cinch for a 58-year-old chap to get a job. That is, a job that would give him a decent living. Why he ain't seen *one* thing in the whole four months. He's writing to want ads. now in the Philadelphia papers. Nothing from yet either.

And all this time he's living his capital. Taking groceries his old store and charging 'em against the $500 note. Th good for a year maybe, mean his table, but his rent and the o things have got to come f somewhere else.

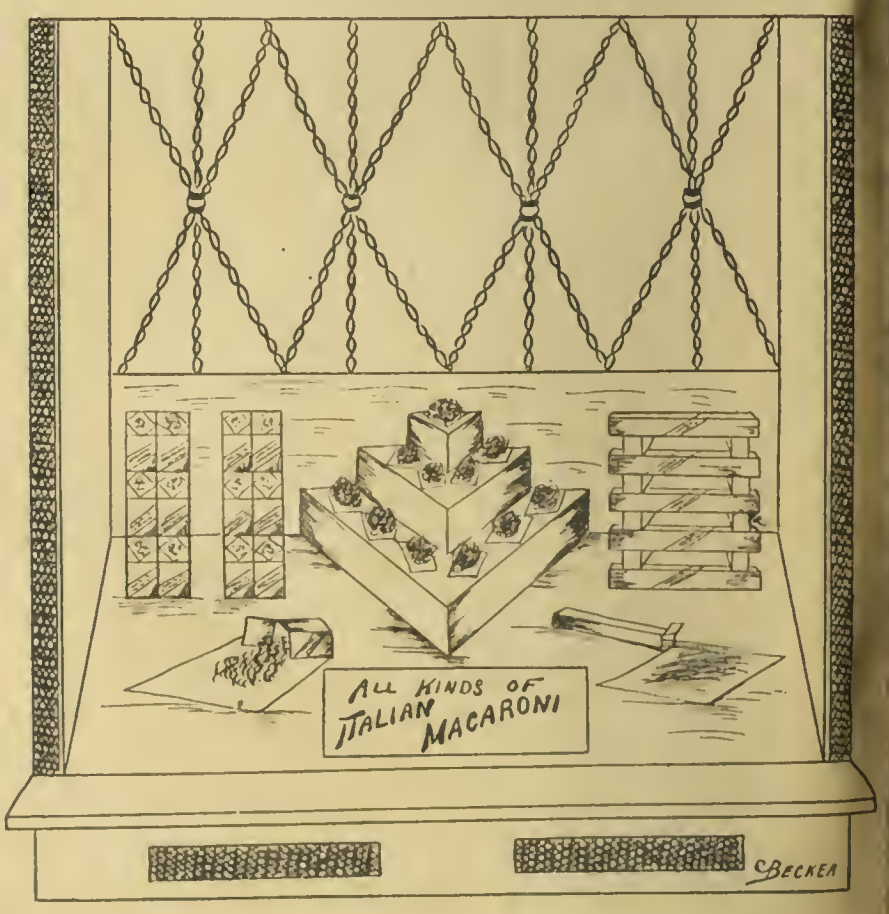
Now don't anybody kick me saying this, but this is all "I t you so" stuff. I told 'em time time again what might happen, it didn't get under Mrs. Fra skin. She knew "a man as as Frank was could get so thing."

All right, he ain't got anyt yet and he's started to eat his head off.

I think she's made an awful take myself. What she ough have done was to help him pu store up so's the chain-s couldn't hurt it. Ain't that

THE STROLLE

Weekly Window Display Suggestions



Macaroni.

In this diplay pictured the central figure is a tier of three triangu shaped wooden boxes the bottom one covered with red paper, the mid with white and the top with green Italy's colors. Display small samples various kinds of macaroni on the extensions of the pyramid. Toward front show, on separate napkins, the long and the elbow macaroni, leavi proper box beside each napkin. Place boxes of each kind at the back shown. Use Italian colors for the twisted strips to finish the display.

1845

oesn't This Date Tell You Something?

This is the date **Knight's ooking Extracts** first deco- ed grocers' shelves. Time, ll and experience combined ve added to the perfection these goods each year. If old lady or a child is sent a cooking extract without ng told to get a certain nd, they'll ask for **Knight's** instinct. This name natur- y identifies itself with fla- ing extracts in their minds. s a household word and nds for the highest standard excellence.

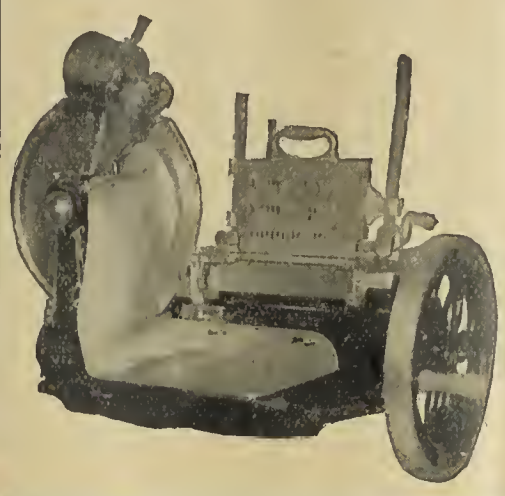
KNIGHT ooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

Establish Your Store as a Quality Center

INSTALL



"The World's Best Slicer"

Watch your sales and bank balance grow and the waste disappear. Ask any of the 75,000 users.

Beware of fraudulent agents and imitations.

Every machine absolutely guaranteed.

Write to-day for free demonstration.

U. S. Slicing Machine Co.

1024 Arch St., Philadelphia

Winter Bargains

$85 for a National Check Throwing Cash Register
$40 for a Refrigerator, 5 x 3 x 7 feet high
$22 for a No. 218 Enterprise Coffee Mill, equal to new
$20 for a Toledo Computing Scale
$16 for a large size Star Counter Coffee Mill
$12 for a Ten-pound Grocers' Scale with brass scoop

I also manufacture a full line of Grocers' Tinware, and would be pleased to estimate on what goods you require in fitting out your store. Write for catalog

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

This Washes

¶ This is not an advertising exaggeration. **Chase-O,** put in with the clothes and a little soap, will wash and blue those clothes better than human hands can do it. For a nickel!

¶ Do you doubt that your women customers will buy **Chase-O?** Pays a good profit, and sells—sells—sells.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Do You Want a Slicer?

¶ If you buy one without considering the **Climax Computing Sanitary Slicer,** you will wake up some time and be sorry. The **Climax** is altogether different from other slicers, because while they slice and stop the **Climax** goes on and weighs what it slices and computes the cost. A wonderful little instrument and the price will surprise you.

The Anderson Computing Scale Co.

ANDERSON, INDIANA

Are You in Doubt?

If in doubt what baking powder to tie to, to feature and to establish as your leader, decide on **Rumford.** Why? Because it satisfies more people than any other type of baking powder made.

Rumford powder is a real phosphate powder, ideal from every standpoint—from the health standpoint. from the leavening standpoint.

Something more you will not be displeased to hear—it probably pays a better profit than any other good baking powder on the market.

And there is no better, steadier seller anywhere.

Rumford Chemical Works

Providence, R. I.

No 350.—What the Amendments to the Stevens Bill Mean.

As most readers hereof know, there has been pending in Congress for several months a bill known as the Stevens bill, after the Congressman who introduced it. The bill aimed to give to the manufacturer of trade-marked merchandise, i. e., all merchandise sold under a special brand, whether in package form or not, the right to fix the price at which it shall be resold, whether by wholesaler or retailer. The bill did not pass last session and has been reintroduced this session by a Congressman named Ayres. Therefore it is now known as the Stevens-Ayres bill. During the last few days a new bill destined to take its place has been introduced in the House by a Congressman whose name, strangely enough, is Stephens. This bill will I suppose be known as the Stephens bill.

There are three important differences between the Stevens bill and the Stephens bill, and the purpose of this article is to explain them. In all probability the Stevens bill will be allowed to die; from now on the Stephens bill will be the one pushed.

I should again emphasize the fact that no measure of more importance to the retail trade has come to the surface for a long time. If this bill passes it will in many respects completely revolutionize business.

To make what I shall say clear, I give here a brief summary of the original Stevens bill:—

Par. 1.—Makes it legal for manufacturer or producer to sell any article under a special brand, to either wholesaler or retailer, under a contract which provides the "sole, uniform" price at which it shall be resold. Provided—

Par. 2 (a).—That the manufacturer or producer who does this shall not have a monopoly or control of the class of articles to which his article belongs nor shall he make any combination with a competitor to fix prices on competitive articles.

Par. 3 (b).—The manufacturer or producer shall put a notice on his product stating the retail price he has fixed. The product shall not be resold except at that price.

Par. 4 (c).—The manufacturer or producer shall file in the Bureau of Corporations a copy of his trade-mark or brand, and a schedule stating the price he has fixed both to wholesalers and retailers. Filing fee, $10. Under the price schedule there shall be no discrimination by allowing a discount for any cause, or by granting any special concession, allowance or rebate.

Par. 5 (d).—Permitting the dealer owning a stock of any branded article which bears a fixed price notice to sell it cheaper (1) if he is retiring from business or (2) if it is damaged, but only in either case when he has first offered it to the manufacturer and the latter has refused to pay him cost price for it.

This bill has been furiously debated over the whole United States. The chief objections which have been made to it in its present form are 1, that it did not allow for any discount for large quantities. Under Paragraph 4 as above, after a manufacturer had once fixed a resale price, it was forbidden for him to grant "a discount for any cause." This would have abolished quantity prices and compelled the large buyer to pay as much per case for one hundred cases as the small buyer pays for one. It would have pleased and protected the small buyer very admirably, but naturally the large buyers were not pleased, and they have opposed the bill.

The second objection was that the bill would have prevented a retailer—or a jobber, for that matter—from cleaning out unsatisfactory stock at a price. In any business odds and ends accumulate and the best practice is to cut the price and move them out. No article with a special brand could have been treated that way under the original Stevens bill. The consent of the manufacturer was made necessary, and if that were withheld, the goods would have had to be sold at full prices if sold at all. On this account too the bill has aroused much opposition.

The object of the Stephens bill is to remedy these two defects. The first it remedies completely, but the second it only partially remedies. I have a copy of the new act before me. It is identical in many respects with the old but there are three vital differences.

(1) The original bill contained a provision requiring the manufacturer, after he had fixed a retail price, to put a notice to that effect on the product. This is missing from the new bill, and under it a manufacturer can use his own judgment as to how he notifies the trade of the fixed price. He can put a notice on the package or not just as he likes.

(2) In the section regarding the filing of the schedule of fixed prices with the Federal Trade Commission it is now provided that the prices may vary on account of grade, quality and *quantity*, etc. As I have explained, this was not in the original act.

(3) There is an entirely new provision which is intended to meet the objection that stock clean-ups were prevented by the original act. Paragraph c of Section 1 of the new bill provides that the price-fixing contract may arrange for "seasonal disposal sales" twice each year, but only by retailers. At these sales a retailer can cut prices provided he has first tried to get the manufacturer to take the goods off his hands at cost. If the manufacturer when offered the goods, refuses them, then the retailer, after thirty days, can make the price whatever he likes. Nothing is said about how long the "seasonal disposal sales" may last.

Outside of the three points noted above, the new bill is identical with the old. My judgment is that it is much more likely to pass than the original bill was, but that it will probably have to be further amended before it meets the v considerable opposition which developed. As to the "seasonal posal sales," for instance, framer of the amendment forg that in most businesses there four seasons rather than two, a that all of them have their own s cial stocks and their inevitable cumulations of odds and en Take a clothing dealer, for instan who sells trade-marked clothes a hats. He sells spring cloth summer clothes, fall clothes a winter clothes. Every such dea now holds clean-up sales at the of all four seasons. What wo happen were those sales cut do to two, and the manufacturer fused his consent to any ot clean-up, is that the odds and e from two of the clothier's four s sons could not be cleaned out m another change in season had m them unsalable.

It should also be said that so businesses have no seasons at so far as special stocks are c cerned. The grocery business is point. Odds and ends which unsalable at full prices are c stantly accumulating in the groc business, and the provision of bill allowing them to be disposed once every six months is of pra cally no value.

(*Copyright, February, 1916, Elton J. Buckley.*)

—

Question: "Information," D bury, Conn.—Will you please form me if it would be lawful imitate a copyrighted label if I tended to use it for an article t did not conflict in any way with article that the label is used f To illustrate, could I use the na Royal for coffee, or the Cow Br for milk? These are not the na that I intend to use, but merely illustrate.

Answer.—If somebody trade-marked the word "Royal" coffee alone, you could use it any other product without re to the trade-mark.

—

NOTE.—Requests for information this department should tersely set in full all the facts bearing on the and all questions should be care framed to avoid misconstruction. W on one side of the sheet only. Le should be received at this office later than Tuesday of each week, to sure an answer in the Monday's i following. The signature and ad of the writer must accompany all quiries, and will be published less there is a request not to do so. inquiries received will be answ without charge. Address all comm cations to Legal Editor "Modern M chant and Grocery World."

ere Will be a Vote as to Whether Manufacturer Should Fix Retail Prices

cial Committee of United States Chamber of Commerce Appointed to Make Recommendations Fails to Agree and Vote Will Now be Taken. Seven Members Believe in Price-Fixing, While Three Members Do Not. Special Recommendation Against Deliberate Cutting for Any of Three Reasons.

al Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
February 11, 1916.

he United States Chamber of mmerce has decided to put it to te among its members whether Chamber shall favor the bill mitting the manufacturer to fix retail price of his products. subject has been in the hands special committee, which now rts that it is not able to present nanimous report. The majority rs price-fixing, and it was ed by seven members.

hree members of the committe—Frank H. Armstrong, of Chio, a wholesale grocer, president Reid, Murdock & Co.; Frederick Rike, of Dayton, president of Rike-Kumler department store president of the Greater Dayton ociation; and Percy S. Straus, New York, of R. H. Macy & , and president of the New York ail Dry Goods Association—pred a minority report "unable to rove of the principle of price ntenance as being in the public rest." They recommended efore that no legislation on the ect be enacted at this time. se signing the majority report e: George M. Courts, of Galvesn Texas, formerly president of National Association of Station- James F. Finneran, of Boston, ident of the Woodward Drug ; Henry B. Joy, of Detroit, ident of the Packard Motor ; Paul H. Nystrom, of New k, a retailing expert; F. H. itcher, of Boston, president of American Shoe Tip Co.; Edd S. Rogers, of Chicago, a law- and a copyright and tradek authority; and Prof. Cherton.

he majority report makes the owing argument for price-fixing the manufacturer:—

1. A properly regulated system of ice maintenance on identified merandise made and sold under competitive conditions puts the emphasis in competition upon quality and service, while at the same time, it provides for the public adequate protection against extortion.

2. Price maintenance under these conditions preserve the social advantage of an adequate incentive to invent and devise new products.

3. Price maintenance under these conditions serves to prevent monopolistic control of production processes by powerful distributors.

4. Price maintenance under these conditions preserves the social advantages of such distribution conveniences as are represented by neighborhood stores and by small, but skillful merchants. In some trades it is the sole guarantee of the preservation of the accepted system of distribution. For instance, it assures the preservation of the book stores as individual enterprises. If the social value of such factors as these is less than their economic cost they are not worth preserving. But who is ready at this time to encourage their annihilation? It is noteworthy that the agitation in favor of restoring to producers the control of resale prices originated with the small, independent retailers, and that most of the opposition to it comes from the large and powerful retail concerns.

5. The right of the producer to set resale prices is an accepted principle of business law. It has been restricted recently in this country by close decisions of the Supreme Court, none of which was decided on the basis of general principle alone. The committee believes that in the long run the public interest will be best served by legislation specifically permitting this method of doing business in identified articles made and sold under competitive conditions.

The minority, who are oppposed to price-fixing, take the ground that the recommendation of the majority is directly contrary to the conclusions of Federal and State courts on matters of principle, that the right to fix resale prices supposed to exist for a short time was never understood to exist except as an incident to patents, and that anti-trust provisions in the constitutions and laws of twenty-nine States indicate a policy expressly inconsistent with the idea of maintenance of resale prices. The minority dwell upon the importance of trade being "unhampered and unshackled by the requirements or commands of any men, or combinations of men, or

Now Nationally Famous

Sun-Maid Raisins

made of big, white California Muscatel grapes—chosen from 6,000 vineyards, dried in the sun, seeded and packed in pound cartons. Large, plump, luscious.

California Raisin Bread

Made with SUN-MAID Raisins

baked after our recipe by bakers everywhere. A new raisin bread, made doubly delicious by many raisins, and by Sun-Maid Raisins.

Here's New Business for You

National advertising has already made these two articles famous—but we have only begun. And their quality has made them winners. People are demanding Sun-Maid Raisins who never realized the possibilities in raisins. And people are eating California Raisin Bread who never thought of raisin bread before. Get this business for yourself in your neighborhood. Find the baker who is baking the best California Raisin Bread. Order Sun-Maid Raisins of your jobber. Identify yourself now with these winning products. Be the Sun-Maid man in your town, and capitalize on the hundreds of thousands of dollars we are spending on Sun-Maid Raisins and California Raisin Bread. Send in this coupon to-day for details of our plan to aid you.

CALIFORNIA ASSOCIATED RAISIN CO.
Membership 6000 Growers
Home Office, Fresno, California
Hearst Building, Chicago **113 Hudson Street, New York**

Mail this Coupon to our Nearest Office

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. 100

Grocer's Name.....

Street.....

City..... *State*.....

[183]

any systems whatsoever," recalling the well-known principle of the common law that there could be no valid restrictions governing the transfer of articles of trade from hand to hand. Finally they take the stand that legislation legalizing price maintenance will give rise to a situation such that it will become difficult for men who seek to enter manufacturing and small merchants to establish themselves.

One very vital recommendation which a supplemental report makes is that a law be passed forbidding deliberate cutting on branded articles with the purpose or effect of (a) Making it unprofitable for other retailers to handle said articles. (b) Promoting the sale of a substitute or imitation. (c) Attracting trade away from competitors, where the result is to injure the reputation of said articles or the good will of their producers or materially to impair the general distribution of said articles.

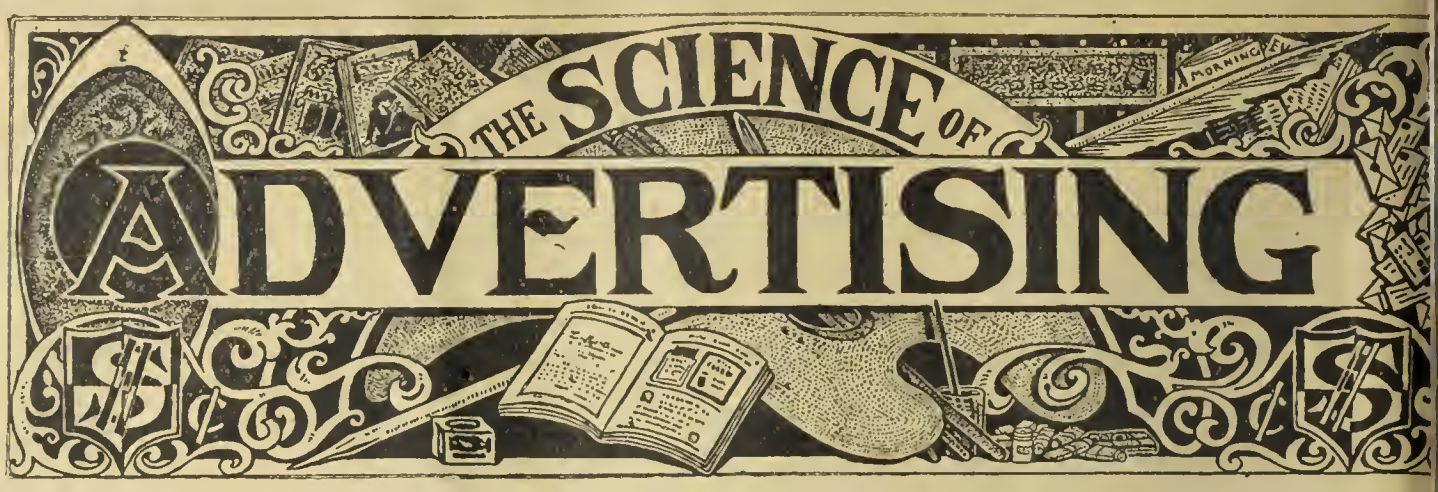
HOLT.

Dried Peach Combination Now Organized.

Nearly 700 peach growers met last week at Fresno, Cal., to further plans for the organization of the California Peach Association, which hopes to control next season's market for dried peaches in the same manner that the Raisin Association controls the raisin market. At the meeting, sufficient pledges were received to assure the furtherance of the undertaking. The company is incorporated for $1,000,000, and every grower to receive its benefits is required to subscribe for at least one share of the stock. It was agreed that the plan would not be undertaken unless at least $250,000 was subscribed. This minimum was materially exceeded, the total subscriptions amounting to $360,000. James Madison, head of the Raisin Association, was active in the peach meeting and probably will act as the guiding hand for the peach men. Those who subscribe for stock and who pledge their output to the association, do so with the proviso that the association will not undertake to operate unless at least 75 per cent. of the peach acreage in the San Joaqin valley joins in. No effort will be made to influence the 1915 crop, but the association expects to be in good running order to take over the 1916 crop. The object of the organization is to rescue the peach market from the dumps in which it has been resting for several months.

Have You Seen Dapp?

Charlie Dapp is looking for every grocer who has not yet put in a U. S. Slicing Machine to call on or write to him at once. He has an excellent proposition that he is sure will appeal to you. His address is 1024 Arch street, Philadelphia.—Advt.



McDonald, Pa., Jan. 24, 1916.
Editor "Science of Advertising."

Dear Sir:—I am inclosing a copy of a four-page folder which is mailed twice a month to a selected list. Would be pleased to have you comment on it. Any criticisms or suggestions will be greatly appreciated. Yours truly,

E. M. CHAMBON.

The folder enclosed was quite unique. It has four pages 6 x 9 inches, but folds up for mailing into half that size folded lengthwise. The printing and the paper are both exceedingly good. I think I have never had come into this department grocers' advertising matter printed on any better paper, and I don't recall any quite as good. In fact a grade not quite as expensive would have done as well. I am reproducing one of the two inside pages about a third smaller than the original:—

COMFORT SPECIALS

We offer the balance of our famous Maish comforts as follows

$4.75 comforts at $3.45	Comfort size cotton bats
$4 25 comforts at $3.25	Slightly soiled
$2.25 comforts at $1.45	3 lb. size, regular 75c value for 50c
$2.00 comforts at $1.35	2 lb. size, regular 50c value for 35c
$1.75 comforts at $1.25	$5.50 and $6.00 wool blankets $4.50

Premier Strained Honey
Absolutely pure. Makes hot cakes better. Also indispensible for home made cough remedies
Large No. 12 cylinder jars 25c
No. 5 cylinder jars 10c

Premier Frankfurters
Real frankfurters, packed in 12 oz. jars, ready to serve. Simply place jar in hot water for 20 minutes. If you have ever eaten a genuine frankfurter you will want some of these
Per jar 25c

Swansdown Sterilized Wheat Bran
Recommended for constipation. An excellent health food. Can be prepared in several appetizing ways.
Per package 15c

Butler County Buckwheat
The old-fashioned kind. We have handled this kind for over 10 years, getting it direct from the mill in Butler County. We know it is good, you will like it
10-lb. bags 50c

Fresh Channel Mackerel
A change in the fish line. Ready to serve, cooked, fresh mackerel. This article has become quite popular lately. A welcome change. Try it.
Per can 20c

Beech Nut Bacon
Extra fancy. 30c jars at 25c
Beech Nut Peanut butter, none better
Two 15c jars for 25c

Bismark Preserves
In quart Mason jars, pure fruit and sugar. A strictly high grade article, not a cheap compound. Strawberry, raspberry, blackberry, peach and plum preserves. Also currant jelly. Sold regularly at 35c. Special for the balance of January
2 quarts for 55c

Unicorn Steel-cut Coffee
This is an excellent coffee, blended for strength and flavor, makes an excellent cup. You are probably paying more for something that don't please you.
1-lb. airtight tin cans per lb. 27c

A. A. Rio Coffee
This is A No. 1 Rio and makes a good strong drink. Extra value at this price
Per lb. 17c, three lbs. for 47c

Home Oil
For lubricating or polishing everything around the home. A high grade oil for sewing machines, victrolas, etc. Made by the Liquid Veneer Company.
10c and 25c bottles
Special, for a short time we will give an oil can with a handy curved spout with each 25c bottle

Fish Flakes
We now have the famous Burnham & Morrell Fish Flakes in stock. Unsurpassed for creamed fish, fish balls, fish hash, etc Easily prepared and an excellent article
Per can 15c

The balance of the little paper is on this same order. I consider it very good advertising. Instinctively I form a picture of this store after looking over the advertising and it is a decidedly high grade picture. Of course that doesn't do the store any good, because I can never be led by that mental picture to become a customer, and the people in McDonald know the store as it is. Nevertheless, there is much in creating an atmosphere for a store—its place in the sun—even with those people who live right next door to it. You can never tell when that impression in consumers' minds will help you in some way.

* * *

As to the typographical lay-out of this paper, there is really but one thing to say. The paragraphs I think would balance better if the price line at the bottom were set in small boldface. The name of goods and the price belong in b face anyway, because they are l naturally display lines.

* * *

One other thing occurs to m say: I don't believe it is good vertising policy to hand y people too many specials at time. It is scattering the shot, not only that, but it is bad edu tion for consumers, for it gets t to expect too much. You h some "comfort specials," s Saturday specials, some can goods specials, and the last pag devoted entirely to specials. much sweet stuff soon t people's stomachs and in a l while they are apt to turn aga all sweets. I believe in the i of giving them one leader—a g strong bargain—and playing up to the limit. I say one, bu might be expanded somewhat, to two or three. I should n offer as many as are in this pa

---

NOTE.—This department is devote the criticism of advertising matter in, to the devising of new adverti ideas for special occasions, upon req and to the suggesting of original ad tisements when data is supplied. communications sent for this De ment should be addressed to the E of Science of Advertising. They be taken up in strict rotation.

Dry Goods Business "Much i Excess."

Marshall Field & Co., in their we review of the dry goods trade, say

Current wholesale shipments dry goods have been much in e of the corresponding period o year ago.

Road sales continue to exce those of a year ago, for both imm diate and later spring delivery a are far ahead for fall delivery

More customers have been in t market during the week. Active i terest is being shown by merchan everywhere in Chicago Mark Week and Fashion Show, to be h the week of February 7th, and it expected that many more than t usual number of buyers will vi the Great Central Market duri the week.

Collections are normal.

Prices in staple cotton goods a very firm and goods are becomi scarce.

ods That Are Being Advertised to Your Customers

dern Merchant and Grocery World" Makes Compilation f Products for Which Demand is Being Created Through eading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, z., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the nefit of such advertising, if the product is for other reasons a sirable one to sell. The list here presented includes practically every ading magazine and periodical, and products that are not advertised at least some of them are hardly advertised in this way at all, hough they may be in newspapers or in direct ways, such as sampling, monstrating, etc.]

February.

The American Magazine.

eam of Wheat, one page.
mpbell's Soups, one page.
ree-in-One Oil, four inches.
lvet Tobacco, two-thirds page.
cky Strike Tobacco, half page.
twood Grapefruit, three inches.
ech-Nut Bacon, quarter page.
ory Soup, one page.
ll Durham, one page.

The Century Magazine.

iry Soup, one page.
ker's Cocoa, one page.
ar's Soup, one page.
redded Wheat, one page.
mpbell's Soups, one page.
ech-Nut Oscar's Sauce, half e.
twood Grapefruit, three inches.
ory Soup, one page.

Collier's Weekly.

romedary Dates, third page.
gle Milk, eighth page.
aker Oats, half page.
einz Tomato Ketchup, three-ters page.
ffed Wheat and Rice, half page.
ettijohn's, eighth page.
stum, quarter page.
ree-in-One Oil, quarter page.

Designer.

eam of Wheat.
ory Soup, one page.
n Ami, quarter page.
ar's Soup, quarter page.
octer & Gamble's White Naph-Soap, quarter page.
aker Oats, half page.
romedary Cocoanut, one page.
isco, quarter page.
stum, quarter page.
ffed Wheat and Rice, half page.
mpeian Olive Oil, two inches.
ll-O, quarter page.
ree-in-One Oil, six inches.
rnham & Morrill Fish Flakes, th page.
nox Gelatine, quarter page.
ttijohn's Flour Bran, Flaked, th page.
ue Label Ketchup, eighth page.
ider's Catsup, one page.
iry Soup, one page.

Everybody's Magazine.

ory Soup, one page.
stum, one page.
elvet Tobacco, one page.
twood Grapefruit, two inches.
rrington Hall Coffee, one page.
vift's Ham and Bacon, one e.
ar's Soup, one page.

Good Housekeeping.

id Dutch Cleanser, one page.
owney's Chocolates, one page.
incene Baking Powder, one e.

Quaker Oats, one page.
Royal Baking Powder, one page.
Armour's Simon Pure Lard, one page.
Procter & Gamble's White Naphtha Soap, one page.
Shredded Wheat, one page.
Crisco, one page.
Ivory Soap, one page.
Campbell's Soups, one page.
Fels Naptha Soap, one page.
Rumford Baking Powder, one page.
Ryzon Baking Powder, one page.
Barrington Hall Bakerized Coffee, one page.
Mystic Mit, Pot Cloth, one page.
Puffed Wheat and Rice, one page.
Cresco Flour, one inch.
Kornlet, one inch.
Atwood Grapefruit, three inches.
Pompeian Olive Oil, one inch.
Kellogg's Bran, half page.
Three-in-One Oil, quarter page.
Electro Silicon, quarter page.
Kitchen Bouquet, quarter page.
Howard's Salad Dressing, quarter page.
Underwood Deviled Ham, half page.
Pettijohn's, half page.
Hormel's Hams and Bacon, half page.
Chalmer's Gelatine, half page.
Dromedary Dates, half page.
Airline Honey, half page.
Sani Flush, one page.
Cox Gelatine, one page.
McMenamin's Crab Meat, one page.
Burnham & Morrill Fish Flakes, one page.
Knox Gelatine, one page.
Kellogg's Toasted Corn Flakes, one page.
Teca Self Rising Pancake Flour, one page.
Fairy Soap, one page.
Libby's Canned Goods, one page.
Swansdown Cake Flour, two inches.
Franklin Entire Wheat, one and a half inches.

Harper's Monthly.

Shredded Wheat, one page.
Pear's Soap, one page.
Postum, one page.
Atwood Grapefruit, three inches.
Swift's Ham and Bacon, one page.
Ivory Soap, one page
Royal Baking Powder, quarter page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.

Scribner's Magazine.

Pear's Soap, one page.
Maillard's Chocolates, half page.
Atwood Grapefruit, three inches.

Quality Containers

Heekin's Heavy Duty Steel Cans

preserve the flavor and aroma of coffee to your and your customers' complete satisfaction.

Air-tight, moisture-proof and dust-proof.

Immediate Deliveries

on any quantities—plain or stenciled with any design or name.

Size 15½" x 20¾"; made of first quality polished steel. It has a large second value, as it can be used again or sold.

We will gladly send you a sample. See the superiority of Heekin Cans.

The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

"Heekin Can Since 1901"

BABBITT'S CLEANSER

The Big Seller

The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.
NEW YORK CITY

Swift's Ham and Bacon, one page.
Beech-Nut, Oscar's Sauce, half page.
Ivory Soap, one page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.

Ladies' Home Journal.

Burnham & Morrill Fish Flakes, quarter page.
Pettijohn's Flour, eighth page.
Libby's Hawaiian Pineapple, half page.
Atwood Grapefruit, three inches.
Armour's Veribest Sandwich Dainties, half page.
Jell-O, quarter page.
Hormel's Bacon, three inches.
Heinz Tomato Catsup, three-quarters page.
Kellogg Toasted Corn Flakes, one page.
Snider's Catsup, one page.
Ivory Soap, one page.
Gold Medal Catsup, one page.
Pyrex Glass Dishes, quarter page.
Ralston Wheat and Food, quarter page.
Sunkist Lemons.
Crisco, quarter page.
Knox Gelatine, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Goblin Soap.
Wear Ever Aluminum, four inches.
Sani Flush, six inches.
Oystero, one inch.
Dromedary Cocoanut, eighth page.
Blue Label Ketchup, eighth page.
Steero Cubes, eighth page.
Puffed Wheat and Rice, half page.
Airline Honey, eighth page.
Kitchen Bouquet, two and a half inches.
Campbell's Soups, half page.

Ladies' World.

Campbell's Soups, half page.
Puffed Wheat and Rice, half page.
Postum, quarter page.
Lowney's Cocoa, quarter page.
Knox Gelatine, quarter page.
Pettijohn's, eighth page.
Beech-Nut Bacon, quarter page.
Quaker Oats, half page.
Airline Honey, quarter page.
Lipton's Tea, quarter page.
Jell-O, quarter page.
Rumford Baking Powder, quarter page.
Steero Cubes, eighth page.
Royal Baking Powder, third page.
Burnham & Morrill Fish Flakes, eighth page.
Teco Flour, eighth page.
Cox Gelatine, one inch.
Cresco Flour, three inches.
Cream of Wheat, one page.
Old Dutch Cleanser, one page.

McCall's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Eagle Brand Condensed Milk, third page.
Postum, third page.
Shredded Wheat, third page.
Sunkist Lemons.
Fels Naptha Soap, third page.
Bon Ami, third page.
Quaker Oats, two-thirds page.
Burnham & Morrill Fish Flakes, third page.
Royal Baking Powder, two-thirds page.
Dromedary Cocoanut, ten inches.
Pompeian Olive Oil, two inches.
Puffed Wheat and Rice, two-thirds page.
Pettijohn's Bran, nine inches
Swansdown Cake Flour, two and a half inches.
Crisco, third page.
Jell-O, half page
Sani Flush, five inches.
Three-in-One Oil, six inches.
Kitchen Bouquet, two and a half inches.
Gold Dust Powder, six inches.
Old Dutch Cleanser, one page.

McClure's.

Royal Baking Powder, one page.
Baker's Cocoa, quarter page.
Ivory Soap, one page.
Campbell's Soups, half page.
Shredded Wheat, half page.
Eagle Milk, quarter page.
Postum, quarter page.
Beech-Nut Grape Jelly, half page.
Heinz Ketchup, three-quarters page.
Fairy Soap, one page.
Three-in-One Oil, quarter page.

The Outlook.

Tuxedo Tobacco, one page.
Pettijohn's Bran, seven inches.
Bon Ami, one page.
Ivory Soap, one page.
Atwod Grapefruit, two inches.
Three-in-One Oil, quarter page.
Beech-Nut Bacon, quarter page.
Jell-O, one page.
Shredded Wheat, one page.
Grape Nuts, one page.
Puffed Wheat and Rice, one page.

Pictorial Review.

Cream of Wheat, one page.
Crisco, one page.
Campbell's Soups, half page.
Postum, quarter page.
Old Dutch Cleanser, quarter page.
Shredded Wheat, quarter page.
Bon Ami, quarter page.
Quaker Oats, half page.
Armour's Star Ham, half page.
Dromedary Dates, ten inches.
Sunkist Lemons, quarter page.
Burnham & Morrill Fish Flakes, quarter page.
Jell-O, quarter page.
Three-in-One Oil, four inches.
Pompeian Olive Oil, two inches.
Pettijohn's Bran, eighth page.
Electro Silicon, four inches.
Oystero, one inch.
Steero Cubes, eighth page.
Puffed Wheat and Rice, half page.
Royal Baking Powder, nineteen inches.

St. Nicholas.

Swift's Premium Ham and Bacon, one page.
Pear's Soap, one page.
Fairy Soap, one page.
Campbell's Soups, one page.
Jell-O, one page.
Quaker Oats, one page.
Three-in-One Oil, quarter page.
Eagle Brand Condensed Milk, quarter page.
Beech-Nut Peanut Butter, quarter page.
Dromedary Dates, quarter page.
Maillard Chocolates, etc., one page.
Puffed Wheat and Rice, one page.
Ivory Soap, one page.
Libby's Canned Goods, one page.

Saturday Evening Post.

Crisco, one page.
Three-in-One Oil, quarter page.
Velvet Tobacco, one page.
Beech-Nut Grape Jelly, six inches.
Heinz Tomato Catsup, three-quarters page.
Quaker Oats, half page.
Sunkist Oranges, one page.
Old Dutch Cleanser, one page.
Tuxedo Tobacco, one page.
Ivory Soap, one page.
Goblin Soap, quarter page.
Campbell's Soups, half page.
Steero Cubes, eighth page.
Beech-Nut Peanut Butter, quarter page.
Prince Albert Tobacco, one page.
Sun-Maid Raisins, one page.
Dri-Foot Shoe Dressing, one page.
Sunkist Lemons, half page.
Velvet Tobacco, half page.
Puffed Wheat and Rice, half page.
Dromedary Dates, quarter page.
Snider's Catsup, one page.
Barrington Hall Coffee, half page.
Pettijohn's, eighth page.
Duke's Mixture Tobacco, one page.
Red Wing Grape Juice, one page.
Gold Medal Flour, one page.

The Woman's Magazine.

Cream of Wheat, one page.
Ivory Soap.
Bon Ami, quarter page.
Pear's Soap, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Postum, quarter page
Quaker Oats, half page.
Dromedary Cocoanut, one page.
Crisco, quarter page.
Puffed Wheat and Rice, half page.
Knox Gelatine, quarter page.
Burnham & Morrill Fish Flakes, eighth page.
Three-in-One Oil, eighth page.
Blue Label Ketchup, eighth page.
Jell-O, quarter page.
Pettijohn's Bran, eighth page.
Pompeian Olive Oil, two inches.
Snider's Catsup, one page.
Fairy Soap, one page.

The Youth's Companion.

Pettijohn's Bran, ten inches.
Campbell's Soups, half page.
Sunkist Lemons, quarter page.
Baker's Cocoa, four inches.
Three-in-One Oil, two inches.
Beech-Nut Grape Jelly, fi inches.
Libby's Hawaiian Pineapple, o page.
Puffed Wheat and Rice, half pa
Quaker Oats, half page.
Campbell's Soups, half page.
Beech-Nut Peanut Butter, fi inches.
Crisco, quarter page.
Jell-O, quarter page.
Sunkist Oranges.

Abstract From the History of t Panama Canal.

Enormous quantities of coffee v shipped for the use of the men on Isthmus. In the period between and 1912 the William B. Harris Co New York, dealer in coffees, teas, sp and cocoa, shipped 827,903 pounds green coffee, 99,295 pounds of roa coffee, 99,295 pounds of cocoa, 1 pounds of tea and 31,891 pounds spices. This firm continued its s ments until the completion of the ca These supplies were selected for t quality under competitive bids, and v afterward demanded on account of t popularity with the canal army. meet the climatic conditions on the Z the tea, spices and cocoa were supp in tins, with each tin wrapped in pa ment paper and sealed.—Advt.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it a a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. Critchlow, Prospect, Pa.

—

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews,
Prattsburgh, N. Y.

—

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, les per cent., ⅛s, ½s and 1-pound t Chocolate, ¼ and ½-pound packages
The Cupp Grocery Co.,
Johnstown, P

—

Offer No. 107.

We offer the following:—

Special lot 100 cases Ohio E. J. P 70 cents doz.

15 cases No. 3 Apples, 70 cents do

20 cases No. 3 N. Y. State Egg Pl 90 cents doz.

10 cases No. 3 Pie Peaches, 75 c doz.

20 cases No. 3 California Ap $1.25 doz.

15 cases No. 3 California Sl Peaches, $1.35 doz.

3 boxes ¼s Crafts Cocia, 26 cent

12 cases No. 1 California Apri 85 cents doz.

80 cases No. 2 Red Cherries, 90 c doz.

F. o. b. Harrisburg.
Witman Bros.,
Harrisburg, P

Important Notice to those Adverti in the Exchange Department.

If the goods advertised do not n after four weeks, will the owner ki notify us, so that the offer may be continued? We desire to keep the partment as clean and fresh as poss and if goods don't move in four we they will probably not move at all.

This Advertisement Is Meant for You

We want you to become one of our constantly growing family of dealers who rely on us for their Fruits, Vegetables and Nuts.

We will look after your interests with the same care that we look after our own; this means that all our knowledge of the markets is at your command.

We will see that you get the right goods at the right time at the right prices.

Our reputation gained by more than fifty years of fair dealings stands back of each transaction.

Send us your next order.

Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per S. H. bbl..... 3 50
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$8 00– $9 00
Regular Jersey, good color, long keepers, per bbl. 6 00– 7 00
Regular Jersey, good color, long keepers, per crate 1 75– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $4 25
Extra Fancy, 360s, very fine, per box 4 25

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$3 50
150s, per box 3 25
176s, 200s, 216s, per box..... 3 25

Extra Fancy Florida Oranges.

126s, per box $3 00
150s, per box 3 00
176s, 200s, 216s, per box..... 3 50

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 00
54s, per box 3 25
64s, per box 3 25
80s, per box 3 25

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag $5 65
100 Ex. Selected in bag, per bag, 5 10

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$10 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern rchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in tage to pay for remailing the same. The price of each insertion is two cents per word in advance.

USINESS BUILDERS

RINTED PENCILS BRING RE-JLTS!—Ever throw one away? eapest, most appreciated souvenirs. mple. Greybill & Co., Lancaster, Pa. 7

HELP WANTED

ANTED.—Well-experienced grocery rk. Must be absolutely trustworthy, rnish best of references, have held t position for at least two years; must derstand handling route trade with gon. State full information regard-your experience and references and ary expected. Address John J. right, P. O. Box 188, Eatontown, J. 7

ANTED.—Grocers' tea and coffee lesman to handle my line of store tures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

BUSINESS OPPORTUNITIES

OR SALE.—In nearby suburban vn, beautiful meat and delicatessen ore, doing a business of from $500 $600 weekly and earning about $3,000 t profits yearly. One month's trial al-ved or will submit proposition to any t buyer proposes. Stock and fixtures inventory and $300 for good will. vestment will total about $2,300. Rea-n for selling, owner going to Southern lifornia. Please don't take up my ne unless you have the cash and mean business. Address B. G. J., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

FOR SALE OR RENT

STORES.

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake goods; weekly sales are from $120 to $140. Write, if interested, to John S. Harris, Locke, N. Y. 11

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 (thirty-eight hundred) a month. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pa. 8

FOR SALE.—Grocery, meat market and bakery, one of the best locations in the city, doing a nice business; reason for selling, business in another State requiring all of our attention. Will require an investment of about $4,000 to $4,200. Please do not take our time unless you mean business. Address C. R. Lee, 212 Pennsylvania Ave., Meadville, Pa. 12

FOR SALE.—Grocery store, with or without building. Well established for the last 10 years in the best shopping spot in Fifth avenue, Brooklyn, N. Y.; guaranteed to make a good living and also to save money; would do more excellent by taking in a full line of delicatessen. Will sell stock and fixtures at inventory, and no charge for good will. Will sell reasonable to good buyer. Apply to Peck's Advertising Agency, 324 Ninth St., Brooklyn, N. Y. 11

FOR SALE.—General store, stock and fixtures, with dwelling; 45 minutes from Philadelphia, in Montgomery County, Pa.; electricity and gas, bath, hot and cold water; reason for selling, wishing to retire. Address K. I., care Grocery World Publication Co., 927 Arch St., Philadelphia. 8

FIXTURES.

FOR SALE.—Stock and grocery fixtures for sale; cheap to quick buyer. Address J. LeBrun, 273 Main St., Slatington, Pa. 11

WANTED

WANTED.—Double set harness, heavy, for delivery wagon; without collars and check lines; leather traces; at a bargain. Address W. K. Myers, Gardners, Pa. 7

SITUATION WANTED

WANTED.—Salesman, 15 years' experience selling specialties, wants a good proposition on commission basis (not less than 10 per cent.) for Eastern Pennsylvania and Northern New Jersey. Established house only considered. Address English, care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Make Your Store a Monument

The merchant who sells the best thing in its line he can find is running a store that is going to succeed and be a monument to him.

The best doesn't necessarily mean highest priced.

James T. Shinn's Liquid Rennet is the best rennet made, bar none. Cleanest and most fastidiously made, and the quickest acting—it will curdle milk in 3 to 5 minutes. Every bottle is guaranteed to your customer and guaranteed to you.

Shinn's Liquid Rennet pays you 100% profit—that's another reason it's the best in its line.

Shinn & Kirk

1400 Spruce St., Phila.

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. FEBRUARY 14, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	[illegible]
Tapioca	[illegible]
Tea	[illegible]
Tobacco—Plug	2
Toilet Soaps	2
Vinegar	2
Wood and Willow Ware	2
Yeast Cakes	2

ADVANCES.

Sugar
Butter
City Pure Lard
Dressed Poultry

DECLINES.

Eggs
Flour

—1—

SUGAR.

	Barrels.
Cut Loaf	7.05
Eagle Tablets	7.55
Crystal Dominoes, 24 5-lb. pkgs	8.65
" 60 2-lb. pkgs	9.15
Patent Cubes	6.50
Confectioners' Lozenge	6.30
Powdered	6.25
Fruit Powdered	6.15
Dessert and Table, 2-lb. cartons, 48 lbs	6.45
Granulated, fine or standard, McCahan	6.15
" " Franklin	6.20
" extra fine, bbls	6.15
" " 2-lb. bags	6.45
" " 5-lb. bags	6.35
" " 10-lb. bags	6.30
" " 25-lb. bags	6.30
" " 100-lb. bags	6.15
" coarse	6.25
Confectioners' Crystal A	6.15
A Confectioners'	6.05
A No. 1	5.90
A No. 2	5.85
Franklin B	5.70
Extra C	5.45
C	5.30

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33
Tetley's, 1, ½ and ¼ lb tins, in 25-lb cases—	

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., For mosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10 and 25-oz tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 1 and 2-oz tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 1-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tin, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14 lb. pails per doz.	75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.78
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Carcacas, extra fancy, washed	20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	15
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.13¼
Rio, prime	.11¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.05
Tomson-Hummels, tin, ½ gross per gross	2.60
" lmp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4
French Laundry, large, ½ gross bbl per bbl.	2.00
Admiral, 4 oz., 3 doz	4 00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.37
" extra, 60-lb. tubs	.3
" first, "	.35
" second, "	34
" third, "	33
" dairy, extra, bakers' use, 30-60 lbs	.25-.28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-.3
Print Butter—	
Prize	.30
Gurnse, lbs. and ½ lbs.	.3
Awltru	.3
Milhen Farm, lbs. and ½ lbs.	
Honebe	.35
Star or S. D., 1 lb., 20-50 lb. bozes	.41
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	31-
White Rock	.4

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.11
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07
Searchlight, hotel, 16s, 30 lbs	.0
Peerless, hotel, 16s, 30 lbs.	.0
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	
Quarts	
Pints	4.5
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Per
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per g
½-gross boxes, no rubbers	6.7
Jelly glasses, fluted, bbls. 24 doz per doz.	.17

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.4
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tobasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per ca
Small, 25 bottles	2.75
Medium, 25 bottles	4.25
Large, 12 bottles	3.25

—5—

CANNED GOODS.

l Beans—	
ter's	.95
& M., No. 2	.95
mpbell's, 16 oz., tomato sauce or Boston yle per case	1.90
der's, No. 2	1.40
Camp's, No. 2	1.40
ikshank's, No. 2	1.35
nz's, No 2	1.40
's Head, No. 3	1.25
tory, No. 1	.55
toes—	
ndard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.15
Beans—	
ndard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
cy, small, No. 2	1.50
Beans—	
ndard, New York, No. 2	1.10
ra fancy, New York. No. 2	2.00
cy, New York, No. 2	1.50
ndard, Maryland, No. 2	.50
Kidney Beans—	
ndard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	.95
—	
ndard, New York, No. 2	.90
icy, New York, No. 2	1.00
ndard, Maryland, No. 2	.75
" Maine, No. 2	1.25
icy, Maine, No. 2	1.25
e Peg, No. 2	.85
oje grain, No. 2	.75
—	
ndard, New York, No. 2	1.15
ed, New York, No. 2	1.50
tra sifted, New York, No. 2	2.00
ndard, Southern, No. 2	.75
ed, Southern, No. 2	1.00
tra sifted, Southern, No. 2	1.40
ndard, Indiana, No. 2	.75
ed, Indiana, No. 2	1.00
ra sifted, Indiana, No. 2	1.40
ndard, Wisconsin, No. 2	1.10
ed, Wisconsin, No. 2	1.40
ra sifted, Wisconsin, No. 2	2.00
—	
ndard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
otash—	
ndard, New York, No. 2	1.00
ncy, New York, No. 2	1.25
ndard, Maryland, No. 2	.90
ncy, Michigan, No. 2	1.20
ragus—	
ial, No. 2½	2.00
dium, No. 2½	2.20
rge, No. 2½	2.50
os, No. 1	2.25
okins—	
ndard, New York, No. 3	1.00
" New Jersey, No. 3	.85
ch—	
ndard, Maryland, No. 3	.95
Krout—	
ndard, New York, No. 3	.80
" Maryland, No. 3	.75

California Canned Fruit.

cots—	
tra, No. 3	2.75
" No. 2½	2.10
tra Standard, No. 2½	1.75
ndard, No. 2½	1.50
ett Pears—	
tra, No. 3	.....
" No. 2½	2.50
tra Standard, No. 2½	2.30
ndard, No. 2½	2.15
e Cherries—	
tra, No. 3	.....
" No. 2½	2.90
tra Standard, No. 2½	2.50
ndard, No. 2½	2.25
hes, Lemon Cling, Sliced—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
ndard, No. 2½	1.50
hes, Lemon Cling—	
tra, No. 3	2.95
" No. 2½	2.00
tra Standard, No. 2½	1.75
ndard, No. 2½	1.45
hes, Yellow Crawford—	
tra, No. 3	2.80
" No. 2½	2.00
tra Standard, No. 2½	1.70
ndard, No. 2½	1.40

Eastern Canned Fruits.

es—	
w York State, No. 3	.90
" " No. 10	2.75
berries—	
syrup, No. 2	1.35
water, No. 2	.....
ries—	
hite Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
nes—	
ble, No. 3	1.35
onds, No. 3	1.15
, No. 3	.85
—	
rlett, Extra Standard, No. 2½	2.00
fer, syrup, No. 3	.....
" water, No. 3	.....
ns—	
avy syrup, No. 2½	1.25
ht syrup, No. 2½	1.00
berries—	
Nine, in water, No. 2	1.40
berries—	
ra preserved, No. 2	1.80
served, No. 2	1.60
water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ½s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ½s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ½s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, ollve oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 2, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 2 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ¼, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1¼, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	2.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—	Per doz.
Readymaid Concentrated Soups—	
Eleven varieties, 10½ oz., 4 doz	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 15, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. ooxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box .....per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case.....	.3

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Peri
5-lb. round cans.....	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ⅓-lb. boxes, 90 boxes in case.....	56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb

No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes.....	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons.....	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.31	¼ lb.....	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86⅓	16 "	2.17½
20 "	3.21	20 "	2.43½
25 "	3.56½	25 "	2.69

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle.....	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment— Per pkg.

8x11, 1000 sheets.....	.62
9x12, "	.72
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.10½

Toilet— Per case

Extra quallty, 100 rolls.....	6.00
Good " 200 "	5.25

Butter, Wax— Per pkg.

9x12, about 480 sheets.....	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.33	.26
½ "	10M	.39	.31
1 "	8M	.54	.41
2 "	6M	.68	.54
3 "	5M	.83	.63
4 "	4M	1.01	.79
5 "	3M	1.14	.87
6 "	3M	1.39	1.07
8 "	2M	1.60	1.21
10 "	2M	1.80	1.41
12 "	2M	2.10	1.73
14 "	1M	2.60	2.18
16 "	1M	2.[illegible]	2.33
20 "	1M	3.38	2.93
24 "	1M	3.53	2.90

Flour Sacks, satchel bottom—

Majestic Ex Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.42
24½ lbs., ¼ bbl.....	.70
49 lbs , ½ bbl	1.40

No. 2, Manilla light weight— Per lb.

12 in rolls.....	.02¼
15 "	.02¼
18 "	.02¼
20 "	.02¼
24 "	.02¼

—10—

Silk Fibre, No. 1—

9 in. rolls.....	.03⅛
12 "	.03⅛
15 "	.03⅛
18 "	.03⅛
20 "	.03⅛
24 "	.03⅛
30 "	.03⅛

Paper Towels—

25 rolls, 150 towels each, with holder and basket.....per case	4.00
25 roll lots ..... "	3.00

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime.....	3.90
Baby, 2 doz., glass.....	2.10
Peninsular.....	4.75
Star, 4 doz.....	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 dos	2.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" hotel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 dos.....	2 75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.75
Gold (Tall) ..	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles.....	.10
Cocoanut Ripple	.11
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.09
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.09
Sugar Cookies.....	.10
Water Crackers.....	.08
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.17
" Teas	.17
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.17
" Butters	.16
Cocoanut Macaroon.	.16
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.16
Sweet Marie.....	.15

Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Graham Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09½
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40	
" " with horseradish.... "	.....	
" large, 1 doz ..... "	2.00	
" " with horseradish.... "	.....	

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sitting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, .37.... less	.38
Sap Sago, 3 to lb.....cask, per lb.	.....
" .....less than cask, "	.22
Roquefort.....12 in case, "	.....
" .....less than case, "	.48
Parmesan, about 30 lbs.....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins..... .....per case	.....
Camembert, domestic, wood boxes.....per doz.	.....
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.27½
" " .....less than loaf	.29
" square loaves, No. 1, about 25 lbs. each.....per lb.	.23
Limburger, No. 1.....box and ½ box	.18½
" ....less than ½ box	.20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	18-.20
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45

	Per box
Fromage de Brie, M. C. C , 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.	.....
Weiner Wurstel, 16 in tin.....per doz.	.....
" 8 in tin..... "	.....
Imported Cervelat Sausage, Rolff's.....per lb.	.....
Imported Frankfurters.....per doz.	.....
Goose Breast, Imported, marked weight, per lb.	.....
Pate de fois Gras, small.....per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.28½	.30
" (Diamond S.).....	.27½	.29
" Peutonic.....	.24	.25
" Gothaer.....	.32	.33
Salami (Circle S.).....	.28½	.....
" (Diamond S.).....	.27½	.....
" (G. A. P.)	.....	.....
Landjager, short..... per lb.		.35
" long..... "		.....
Mortadella, dry.....		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.18
Smoked Braunschwelger Liver Sausage "		.18
Lachs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Bologna.....per lb.		20-.22
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ½ bbls	.....
Milkers, standard, bbls.....	.....
" ½ bbls.....	.....
Scotland—	
Mixed, large, fulls, bbls.....	.....
" " ½ bbls.....	15.50
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

—12—

Marinirte Herring, Imported, about 40 in pail..	2.
Roll Herring, imported, about 25 in pail.....	..
Spiced Herring, imported, about 40 in pail.....	..
Norway Stockfish, dry.....per lb.	..
Matjes Herring .....piece	..

Bismarck Herring.

Round tins, with key, pint.. .....per doz.	2
" " quart.....per tin	..
" " 2 quarts.....	..
" " 4 quarts.....	1.
Roll Mops, 4-quart tin.....	1.
" 2-quart tin.....	..
" quart tin	..
Kruger's Roll and Brat Haring, oval tins, doz.	..

Russian Sardines.

Imported, Wallkoff brand.....per keg	..
" 5-lb. pails.....per pail	..
" 10-lb. pails..... "	..
Cut Spiced, 10-lb. pails..... "	1.
" 5-gal. keg.....per keg	..
Russian, in glass jars.....per doz.	..

Norway Anchovies.

Fancy, keg.....	..
" ½ keg	..
" ¼ keg.....	..
" ⅛ keg ..... per doz.	3.
Original package.....per ½ bbl.	..
Repacked, 5-lb. pails.....per pail	..
" 10-lb. pails..... "	..
" 5-gal. kegs..... per keg	..
" ½-lb. flat tins.....per doz.	..
" ½-lb. tall tins..... "	..
" 1-lb. tall tins..... "	2

Salt Sardellen.

Original packages, 1902.....per anker	..
Repacked, kegs, about 8 lbs.....per keg	3.
" pint jars.....per doz.	5.
" large tumblers..... "	..
" small tumblers ..... "	2

Russian Caviar.

1-lb. tins.....per doz.	..
½-lb. tins..... "	..
¼-lb. tins..... "	..
⅓-lb. tins..... "	.

German Dill Pickles—Regular Si

60-gal. casks, about 2000.....per cask	..
50-gal. bbls., about 1200.....per bbl.	9.
15-gal. kegs, about 500.....per 100	.
10-gal. kegs, about 300..... "	.
5-gal. kegs, about 150..... "	.
10-lb. pails, about 50 .....per pail	.

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....	

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	..
48-gal. bbls.....per bbl.	6.
10-gal. kegs.....per keg	2.
5-gal. kegs..... "	.
20-lb. pails .....per pail	.

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	..
Spitzkugein ..... "	..

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	..
Basler Lebkuchen, No. 1, 6 in pkg., "	..
" No. 2, 6 in pkg., "	..
" No. 3, 6 in pkg., "	..
Amandines, 9-lb. tins.....per tin	..
" small tins..... "	..

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2
" " 10-gal. keg.....	4.

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	..
Green Kern .....per lb.	.
Potato Flour..... "	.
German Dried Pears..... "	..
Dried Mushrooms ..... "	..
Juniper Berries ..... "	.
St. John's Bread..... "	..
Bay Leaves..... "	.

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs.....	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	
" " choice, new, 35 lbs.....	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks.....	
" about 70-lb. loaves	
McLaren's, medium, 2 doz.....per doz.	1
" Club, 2 doz..... "	1
Red Edam .....each	1
Philo Cream, 1 doz. 10c. size.....per doz.	
Elkhorn Pimento, 1 doz..... "	1

EGGS.

	Per
Nearby, candled and selected, 30 dos.....	
Western, selected.....	
Milhen Farm	
Awltru, packed in cartons.....	

—13—

FANCY GROCERIES.

d Staple Paste, 5-lh. cans.....per lb.	.33
vies, in oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle..... "	3.25
, Nonpariel, ½-gal. kegs.....	1.25
" quart, glass .....per doz.	7.50
" bottled, ¾ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Ginger, large pots, 6 to case...per case	4.25
" medium, 12 to case.... "	4.50
" small, 24 to case..... "	4.25
es in Maraschino, glass, 1 doz... "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints..... "	3.60
" 4 oz..... "	2.40
" 2 oz..... "	1.40
Peas, extra fins.....per case	21.00
an's Irish Oatmeal—	
. cans.....per doz.	3.00
. cans .....per tin	.65
. cans "	1.65
ey & Palmer's Petit Beurre Biscuit...lb.	.24
" Dinner Biscuit..... "	.33
" Breakfast Biscuit..... "	.33
Packed 7 and 5 lbs. in a can.	
'epper, ring, pints.....per doz.	1.25
" ½ pints..... "	.60
tone jars, 4 doz.....	1.75
ore Marquett Mushrooms—	
t choice.....per case	32.00
ice, 100 tins..... "	30.00
el, 100 tins..... "	28.00
es, ¼ .....per tin	.20
⅛ "	.35
¼ "	.60
½ "	1.25
ps, pickled, small size.....	1.10
Dunbar's, 2 doz.....per doz.	2.75
n Cordial, Bishop's, 1 doz..... "	6.50
alized Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
Juice, Rose's..... "	4.50
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
ranco-American Food Co.—	Per doz
hs for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
tin, 100 cubes.....	1.70
" 50 cubes.....	.90
doz. tins, 12 cubes each.....	2.75
o Clam Bouillon—	
z. bottles, 1 doz.....	2.00
z. bottles, 1 doz.....	3.75
o Tomato Bouillon—	Per doz.
t bottles.....	6.00
rt bottles.....	9.00
lon jugs.....each	2.75
's Oxo Cubes—	
s, 10c. size .....per doz.	.85
os, 25c. size..... "	2.00
s, 100 cubes.....per 100	1.65
ur's Beef, Clam and Chicken Cubes—	
ll boxes, 12 cubes, 1 doz.....	2.50
lium boxes, 50 cubes.....per tin	.90
ge boxes, 100 cubes ..... "	1.70
ur's Concentrated Bouillon—	
Js, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
ur's Tomato Boullion—	
tles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5 .....per bottle	3.00
cy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

ur's Solid Extract of Beef—	Per doz,
Js, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
ur's Fluid Beef Extract—	
tles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ota.....	7.55
n Midas	8.00
Medal.....	7.75
burne.....	7.55
op	7.80
ury's Best.....	7.55
er Idem	6.70
t of the West.....	6.65
sm	6.55
l Vell.....	7.65
er.....	7.25
Seal	6.85
White	7.70
er's Best.....	7.35
th Imperial.....	7.30

Prepared Flours.

	Per case
lla Prepared Doughnut, Cake, Ginger-read and Tea Biscuit Flour—	
z. 14-oz.....	1.44
z. 28-oz.....	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

er's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s.....	2.60
, 18 pkgs.....	1.55
Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags .....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel.....	5.15
Michigan Pea, new, bags about 2½ busbel...	4.20
Red Kidney, 60 lbs. to bushel.....	5.35
Peas—	
Green, domestic, bags about 2½ bushel.....	3.10
Yellow, split, domestic, 1 bushel bags.....	3.65
Lentils—	Per lb.
ooooo, 210-lb. bags.....	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s .....per case	1.80
Pearl, 100-lb. bags.....per bag	2.30
Grits, 100-lb. bags ..... "	2.25
Ralston Hominy Grits, 36 2s (2 pkgs. free with every case)	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs.....per keg	3.10
" 90 lbs .....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.50
Instantaneons, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose	.04¾
Flake.....	.06¼
Minute, 3 doz.....per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Egg-O-See, 36 pkgs.....	1.75
E-C Corn Flakes, 36 pkgs.	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins.....	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins.....	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2 80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size.....	1.75
3 doz. 10c. size.....	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs.....	2.80
" Wheat Biscuits, 36 pkgs....	3.30
" " 18 pkgs....	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" tins, 36s.....	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s.....	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" " family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s.....	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Apetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
36 pkgs.....	2.85
60 pkgs.....	4.75
144 pkgs.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach..	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant powdered, large.....	1.45
" " " small.....	.90
" " " large, gross.....	17.25
" " " small, gross.....	10.80
Plymouth Rock, pink or white.....	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross.....	11.25
5 gross lots, with ¼ gross free .....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots, with ¼ gross free.....per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz.....	.87½
Cooper's, 1 doz	88
Tryphosa	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 3 doz.....	1.05
Lipton's Jelly Tablets (not a powder), Fruit Flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant: Wine Flavors: Port, Sherry, Madeira...per doz.	.90

Assorted Case,		Contains 3 dozen.....$2.70
Lemon	(Straight)	Contains 3 dozen.....$2.70
Orange	(Straight)	Contains 3 dozen.....$2.70
Raspberry	(Straight)	Contains 3 dozen.....$2.70
Strawberry	(Straight)	Contains 3 dozen.....$2.70
Cherry	(Straight)	Contains 3 dozen.....$2.70
Chocolate	(Straight)	Contains 3 dozen.....$2.70
Peach	(Straight)	Contains 3 dozen.....$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,		Contains 3 dozen.....$2.70
Chocolate	(Straight)	Contains 3 dozen..... 2.70
Vanilla	(Straight)	Contains 3 dozen..... 2.70
Strawberry	(Straight)	Contains 3 dozen..... 2.70
Lemon	(Straight)	Contains 3 dozen..... 2.70
Unflavored	(Straight)	Contains 3 dozen..... 2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs 04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs.....	2.75
" 50 10-oz. pkgs.....	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1.....	.12½
Spaghettl, 25 1s.....	.12½
Vermicelli, 25 1s	.12½
Alphahet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
	Per lb.
Freihofer's—	
Elbow Macaronl, 36 1s.....	.10
Straight Macaronl, 36 1s.....	.10
Pastels, 36 1s.....	.10
Spaghettl, 36 1s	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s.....	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Med. Irish, No. 2	350-400	27.00	14.10	7.25	1.60
Irish, No. 4	400-450	26.00	13.60	7.00	1.55
Large Cape Shore	100-120	17.00	9.10	4.75	1.10
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	8.00	4.60	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	9.00	5.10	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.30

FRESH FISH.

	Per lb.	
Halibut.....	.12	-.14
Bass Native		-.15
Salmon, fresh	.11	-.20
Eastern Cod		-.12
Croakers		-.06
Large Hake		-.10
Haddock		-.07
White Cat Flsh.....		-.12
Red Cat Fish.....		-.12
Spanish Mackerel.....	.14	-.20
Snappers		- 14
Eels		-.12
Rock Flsh.....	.18	-.25
Lobsters.....		-.40
Flounders.....		-.07
Large White Perch.....		-.12
Sea Bass.....	.08	-.12
Blue Fish.....		.....
Porgies.....		.....
Fresh Mackerel .....each		-.30
King Fish.....		.....
Weak Fish	.10	-.16
Butter Fish.....		-.06
Tile		-.08
Shad, Roe.....		1.60
" Buck		.90

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes.....	8.50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes.....		9.00
" Culls.....		4.50
Cove, Primes.....	9.00	- 10.00
" Culls.....	4.50	- 5.25
Blue Points		- 6.00
Rockaway .....bbls.		- 5.50
" .....boxes		- 5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

Caraway	per lb.	.15
Celery	"	.37
Poppy	"	.30
Canary, bags		.08
Rape, bags		.13
Hemp, bags		.04½
Millet, 50 lbs	per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.09
" 25 lbs	.09¼
" 48 pkgs	.09½
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.09
Fancy Muirs, 25 lbs	.07¾
Extra choice Muirs, 25 lbs	.07¼
Extra fancy Muirs, 25 lbs	.08¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.15¾
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10¼
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.08¾
Hallowee, 70 lbs	.07½
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09½
50–60	.08⅜
60–70	.08
California, 25-lb. boxes—	
40– 50	.10
50– 60	
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.0
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 2 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36 s	.09
Seedless—	
Not-a-Seed, 36 pkg	.1
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ½ lb. p	
24 1-lb pkgs	
12 1-lb pkgs	2.75
48 ¼ lb pkgs	1.80
24 ¼ lb pkgs	1 75
12 ¼ lb pkgs	1 65
Durham—	Per lb
¼ lb. packages, 1 lb	
¼ and ½ lb. packages	
Baker Premium—	Per
100 5c packages	4 40
60 10c packages	2.20
30	2 10

HORSERADISH.

	Per doz
1	
M	
S	
Sherbett	45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.32½
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	.65
Square, Oriental Red, 2 oz., 1 doz		.40
" Green, Blue or Violet, 2 oz		.40
" Magic Black, 2 oz., 1 doz		.40
" Electro Chemical, 2 oz., 1 doz		.40
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 iuch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.40	.50	.70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	2.00
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.65

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg , 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08¼
Wooden pails, 20, 40 and 68 lbs	.08¼
Compressed, cartons	3 doz. to case 2.7
" "	6½ doz. to case 5 40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs.	.12½
Armour's—	
Vera Veal, Condensated—	Per doz
1 lb pails, 2 doz	2 40
½ lb.	4
Vera Veal Mutt	Per
Quarters, 10 lbs	5
"	
	Per lb.
Cauldron	1
2 lb	.13
4 lb	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs , halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " a tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¼-oz cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼ oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	.1
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.1
Filberts, bales, about 220 lbs	.1
Brazils, large, bags, about 180 lbs	.1
Pecans, large, bags, about 160 lbs	.1
" medium	
Mixed Table Nuts, 25 lbs	.1
Peanuts, Green—	
Jumbo	.06
Fancy, hand picked	.05
Virginia, choice	.04
Peanuts, Roasted—	Per bus
Jumbo	1.70
Fancy, hand picked	1.40
Virginia, choice	1.05
Big Nickel	100 cartons 3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18 25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12
10-gal. keg	8
5-gal. pail	4
Sour and Dill—	
45-gal. bbl., 1800s	17
32-gal. bbl., 1200s	12.00
16-gal. keg, 600s	6.50
45-gal. bbl., 2400s	19 00
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	3.00
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.50
10-gal. keg	8.25
5-gal. pail	4.25

VINEGAR.

	Per ga
Pure Cider, 45 grain	.13
" 40 grain	.12
Distilled, 45 grain	.06
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts	per doz. 2
" pints	"
" ½ pints	"
Cruikshank, distilled, white	per gal. .1

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.1
" " 10–12 lbs	.1
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	.2
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	.1
Hams, skinback, 18–20 lbs	.1
" 14–16 lbs	.1
" 8–12 lbs	.1
Picnics, 6–8 lbs	.1
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	.2
" " tenders and knucks	.2
Brisket Pork	21
Jersey Pork, butt	per bbl. 21
" family	" 23
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3¼-oz. cans	1 80

SCRAPPLE.

	Per ca
Vogt, Philadelphia, Liberty brand—	
2 doz 26-oz. cans	3
3 doz. 12-oz. cans	2
1 doz. 8-lb. cans	8

LARD AND COMPOUNDS.

	Per ca
Armour's Simon Pure Leaf Lard—	
Small	7 2
Medium	7
Large	7 2
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.1
Silver Leaf Brand Lard, kettle rendered	.11
Jewel, compound	.1
Cotosuet	.1

Com. H. R.

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, February 21, 1916. No. 8

The merchant who is too proud to copy a good idea, merely because he didn't originate it, will always be a second or a third rate man.

Do We Believe in Trading Stamps? An Editorial Discussion Which May Prove Interesting.

Pennsylvania Food Department Certifies Long List of Catsups That Contain Neither Preservative Nor Artificial Color.

Misstatements in Condensed Milk Advertising Are Setting Consumers Against It, So Says Well-known Condensed Milk Man.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

What the Name "Heinz" on Food Products Means to Your Customers.

It means many buildings, thousands of work people, and the spirit with which they work. It means vegetables and fruits grown in the soil they like best; it means cleanliness about every operation. But more than all else, it means that every bottle or can bearing the Heinz name has in it all the results of these far-reaching methods; that its contents are pure, and clean, and above all, delicious.

Here is an established consumer confidence on which you can build more business. Are you carrying as many of the "57 Varieties" as your customers ask for?

H. J. HEINZ COMPANY
57 Varieties

Say to Your Customers
USE
HIRES
GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

WASHES AND BLUES AT ONE TIME NEEDS NO RUBBING
GUARANTEED HARMLESS
CHASE-O
LAUNDRY CRYSTALS
MAKES THE CLOTHES CLEAN AND SWEET
MANUFACTURED BY
CHASE-O MFG. CO.
PHILADELPHIA. U.S.A.

They'll All Thank You

¶ Sell **Chase-O** and every woman who gets it will thank you after her first wash day. **Chase-O** is a laundry crystal that practically does the wash itself. Merely boil the clothes with soap and **Chase-O**, and the work is done. If you don't believe this, try it first yourself.

¶ Retails at 5 cents and never stops selling after it begins.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

"The Year of Prosperity"

is here—improve on it by using our

INDEXED COUPON BOOKS

Will get you more cash customers, control your credit accounts, almost eliminate book-keeping, prevent losses from forgotten charges, disputes, etc. The best and most convenient book made. Saves labor, time and lots of trouble. Inexpensive, F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM
SAMPLES FREE. NO OBLIGATIONS
J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, February 21, 1916. No. 8.

odern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
CERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
ite Exchange.

ll Checks and Drafts payable to the Gro- World Publication Co.

independent journal published ex- ively in the interests of modern mer- nts of all classes.

ELTON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
Advertising Manager.

scription Rates, Including Postage, Payable in Advance:

PER YEAR	
United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
Single Copies	.10

Contents.

PAGE

sylvania Food Department Cer- tifies Long List of Catsups as Free from Color and Preserva- tive 4

orial 6
y-Up Week.
Oddity of Benzoate of Soda.

th Reading and Remembering.. 6

We Believe in Trading Stamps? 6

New York Letter 7

ng the Trade 7

epresentations in Evaporated Milk Advertising Are Hurting Its Sale 10

ures Decrease in All Lines..... 10

Grocery Markets 12

PAGE

Individual Market Reports 12

Selling Talks with Clerks..... 12

Correspondence 14

"The Stroller's" Column (Contributed) 20
Mixing Roosevelt with Business.

Weekly Window Display Suggestions 20

Government May Again Postpone Final Elimination of Food Guarantees Under Federal Food and Drugs Act 21

Legal Department 22
No. 351.—Possibilities of Loss by Infringing Another's Trade-Mark.

Pennsylvania Organization Notes... 24

Science of Advertising 24

Advertising Will Increase Consumption of Canned Tomatoes 26

Subscribers Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 27

American Specialty Manufacturers' Association 11

Anderson Computing Scale Co., The, 5

Buckley, Elton J. 4

Burk, Louis 21

California Associated Raisin Co..... 22

Chase-O Manufacturing Co...Cover 2

Clicquot Club Co., The 25

Crescent Manufacturing Co. 13

Dayton Moneyweight Scale Co..... 13

Durkin & Reeves Co., G. W. 14

Fels & Co. 27

Ferris & Co., F. A. 8, 9

Fleischmann's Yeast 21

Forbes, J. P. .....Cover 2

Franklin Sugar Refining Co., The... 25

Hamilton Corporation, The 5

Heinz Co., H. J. .....Cover 2

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books.....Cover 2

International Harvester Co. 23

Knox Co., Inc., Chas. B. 23

Lautz Bros. Co. .....Cover 2

Lipton, Thos. J. .....Cover 4

Manufacturers' Representatives (Association of) 11

Mapleine 13

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 7

Philadelphia Electric Co. 13

Royal Baking Powder Co..... 19

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 13

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, Inc., F. G. 5

Wheatena Co., The 5

Where to Get Premium Goods..... 19

Wilkinson's Sons, C. 27

Pennsylvania Food Department Certifies Long List of Catsups as Free From Color and Preservative

Examines Nearly One Hundred and Fifty Samples, Comprising All Brands Sold Within the State. Finds Thirty-three Containing Benzoate, but All Legal.

The Pennsylvania Dairy and Food Department has sent to this paper the result of a very extensive investigation into the various brands of catsup, sold within the State. This investigation has been proceeding for several months. In all, 142 samples were collected by department agents, 91 outside of Philadelphia. Fifty-two were collected in Philadelphia.

The department found all the samples but 33 free from benzoate of soda. Not one contained artificial color. The following brands were free from benzoate of soda and artificial color:—

Prestige Brand Tomato Catsup, Westmoreland Grocery Co., Greenburg, Pa.
Parker House Catsup, McMechen Preserving Co., Wheeling, W. Va.
Robin Hood Tomato Catsup, R. C. Williams & Co., N. Y.
Fayette Grand Tomato Ketchup, Uniontown Grocery Co.
Knighthood Tomato Catsup, Reese & Co., Philadelphia.
Monarch Tomato Catsup, Reid, Murdock & Co., Chicago.
Tweed's Tomato Ketchup, Tweed & Botsford, Pittsburgh, Pa.
Mars' Tomato Katsup, A. L. Mars & Co., Pittsburgh, Pa.
Luzerne Tomato Ketchup, Garrahan Canning Co., Luzerne, Pa.
White House Tomato Catsup, Thos. C. Jenkins, Pittsburgh, Pa.
Alice Brand Tomato Catsup, Dyer Packing Co., Vincennes, Ind.
Satisfaction Brand Tomato Catsup, Haworth & Dewhurst, Ltd., Pittsburgh, Pa.
Lehman's High-Grade Tomato Ketchup, A. G. Lehman Co., Pittsburgh, Pa.
Royal Blue Pure Tomato Catsup, Baer Grocery Co., Wheeling, W.Va.
Gold Seal Tomato Ketchup, Alart & McGuire Co., New York.
Ladies' Favorite Tomato Catsup, Heller & Perrin, Pittsburgh, Pa.
Old Virginia Ketchup, McMechen Preserving Co., Wheeling, W. Va.
Superb Brand Catsup, S. B. Charters' Grocery Co., Pittsburgh, Pa.
Behr Brand Tomato Catsup, H. F. Behrhorst & Son, Pittsburgh, Pa.
Mrs. Rodes' Home-Made Tomato Catsup, A. Rode & Co., Pittsburgh, Pa.
Burro Brand Tomato Catsup, Frazier Packing Co., Ellwood, Ind.
Cochrane Tomato Catsup, Cochrane Bros., Pittsburgh, Pa.
Marleau's Tomato Catsup, Marleau Packing Co., Toledo, Ohio.
Ko-we-ba Tomato Catsup, Kolb, Wells, Bauer Co., Indianapolis, Ind.
Willard Brand Tomato Catsup, J. W. Huston Co., Pitsburgh, Pa.
Menu Tomato Catsup, Harbauer Co., Toledo, Ohio.
Ribbon Brand Tomato Catsup, New Castle Grocery Co., New Castle, Pa.
Shawnee Tomato Catsup, Wm. Edwards Co., Cleveland, Ohio.
Red Rose Tomato Catsup, C. A. Kurtze, Erie, Pa.
Haller's Blue Star Tomato Catsup, Jacob Haller, Erie, Pa.
Elite Pure Food Tomato Catsup, Clark, Chapin & Bushnell, New York.
Edwards' Tomato Catsup, Wm. Edwards Co., Cleveland, Ohio.
Grafton Johnson's Tomato Catsup, ——— Whiteland, Ind.
Best Value Tomato Catsup, Weidman Co., Cleveland, Ohio.
Dold Quality Tomato Catsup, Jacob Dold Packing Co., Wichita, Kan.
Weidman Bros. Tomato Catsup, Weidman Co., Cleveland, Ohio.
Yours Truly Tomato Catsup, Yours Truly Co., Chicago, Ill.
Old Inn Tomato Catsup, Castleman, Blakemore Co., Louisville, Ky.
Glendora Tomato Catsup, Smith & Horton, Ltd., Warre, Pa.
Veteran Brand Tomato Catsup, Brewster, Gordon & Co., Rochester, N. Y.
Richelieu Brand Tomato Catsup, Sprague, Warner & Co., Chicago, Ill.
Sovereign Tomato Catsup, Union Pacific Tea Co., Washington and Laight streets, New York.
Blue Star Tomato Catsup, Granger & Co., Buffalo, N. Y.
Oakdale Brand Tomato Ketchup, Samuel Howell, Philadelphia.
Blue Grass Belle Catsup, Castleman, Blakemore Co., Inc., Louisville, Ky.
Nabob Tomato Ketchup, Francis H. Leggett & Co., New York.
Luxury Brand Tomato Catsup, Clark Bros., Scranton, Pa.
Holsum Brand Tomato Ketchup, Sauker & Williams Co., Scranton, Pa.
Booth's Pure Tomato Catsup, Booth Packing Co., Baltimore, Md.
Wilco Brand Tomato Catsup, Williams Bros. Co., Wilkes-Barre, Pa.
Frendell Brand Tomato Catsup, Sprague, Warner & Co., Chicago, Ill.
Wisco Brand Tomato Catsup, Witman, Schwartz Co., Harrisburg, Pa.
Melrose Catsup, Githens, Rexsamer & Co., Philadelphia.
L. & S. Tomato Catsup, Lutz & Schramm Co., Pittsburgh, Pa.
Ritter's Whole Tomato Catsup with Tabasco, P. J. Ritter Conserve Co., Philadelphia.
Snider's Tomato Catsup, T. A. Snider Preserve Co.
Apollo Tomato Ketchup, Halpen, Green & Co., Philadelphia.
Argood Brand Tomato Ketchup, Fred. P. Bell, West Philadelphia.
Monmouth Brand Tomato Ketchup, Crine Packing and Seed Co., Morganville, N. J.
Stohrer's Tomato Catsup, Keystone Pickle Works, Philadelphia.
Bonny Best Tomato Catsup Crine Packing and Seed Co., Morganville, N. J.
Rio Grande Tomato Catsup, Keystone Pickle Works, Philadelphia.
Our Pet Tomato Catsup, The Harbauer Co., Toledo, Ohio.
Garden Brand Tomato Ketchup, John Price & Co., Philadelphia.
Mountain City Catsup, Lippincott & Co., Philadelphia and Altoona.
Table Talk Tomato Ketchup, R. C. Chanc's Sons, Philadelphia.
Wilca Brand Catsup, Wm. Lauteryung, Philadelphia.
Mendelion Brand Catsup, M. Eiseman & Sons, Philadelphia.
Sunrise Ketchup, Philadelphia Pickling Co.
True Blue Tomato Catsup, Wm. C. Young, Philadelphia.
Campbell's Tabasco Ketchup, Jos. Campbell & Co., Camden, N. J.
Rex Tomato Ketchup, Cudahy Packing Co.
Crescent Tomato Ketchup.
Unity Brand Tomato Ketchup, Frankford Grocery Co., Frankford, Philadelphia.
Van Camp's Tomato Catsup, Van Camp Packing Co., Indianapolis, Ind.
Beech-Nut Tomato Catsup, Beech-Nut Packing Co., Rochester, N. Y.
Park Farm Tomato Catsup, Mitchell, Fletcher & Co., Philadelphia.
Heinz Tomato Ketchup, H. J. Heinz Co., Pittsburgh, Pa.
Libby's Tomato Catsup, Libby, McNeill & Libby, Chicago, Ill.
Sunbeam Tomato Catsup, Austin, Nichols & Co., New York.
Our Choice Tomato Catsup, Wm. King & Co., Philadelphia.
Bonny Best Tomato Catsup, Crine Packing and Seed Co., Morganville, N. J.
Duchess Brand Tomato Ketchup, Alfred Lowry & Bro., Philadelphia.
Rio Grande Brand Tomato Catsup, Stohrer's Keystone Pickle Works.
Monmouth Brand Tomato Ketchup, Crine Packing and Seed Co., Morganville, N. J.
A. & P. Tomato Ketchup, Great A. & P. Tea Co., Jersey City, N. J.
White Horse Tomato Catsup, Reid, Murdoch Co., Chicago.
Bordeax Brand Tomato Catsup, Van Camp Packing Co., Indianapolis, Ind.
Heinz Tomato Ketchup, H. J. Heinz Co., Pittsburgh, Pa.
Beech-Nut Brand Tomato Ketchup, Beech-Nut Packing Co., Rochester, N. Y.
Burt Olney's Ketchup, The Burt Olney Canning Co., Oneida, N. Y.
Crubro Tomato Ketchup, Bruikshank Bros. & Co., Pittsburgh, Pa.
Mother's Kind Tomato Catsup, Grantham Preserving and Pickling Co., Grantham, Pa.
Golden Tree Tomato Ketchup, New England Maple Syrup Co., Boston, Mass.
Williams' Tomato Catsup, The Williams Brothers, Detroit, Mich.
Naboth Tomato Catsup, Naboth Vineyards, Brockton, N. Y.
Wagner's Catsup, Martin Wagner Co., Baltimore, Md.
Wingold Catsup, Dilworth Bros. Co., Pittsburgh, Pa.
Libby's Catchup, Libby, McNeill & Libby, Chicago.
Waldorf Tomato Catsup, Williams Bros. Co., Detroit, Mich.
Rosedale Ketchup, Schwenk & Caldwell, Philadelphia.
Fort Cumberland Catsup, J. G. Orrick & Son, Cumberland, Md.

None of the thirty-three preserved samples contained more than the legal amount of benzoate.

The department's statement closed with the following interesting comment on the wide dispa in the prices of catsup:—

It is of interest to note, in th connection, that the price ketchup is almost as variable the names of the brands. The seems to be little or no attempt standardize price and quantity s multaneously and we therefore s such extremes as 4 ounces for cents and 7½ ounces for 5 cen or nearly four times as much one case as in the other in propo tion to the price paid. If we fu ther take into consideration t amount of solid matter in t ketchup, we find the disparity ev greater, for in the above examp the higher priced ketchup, inste of being richer in solids, is actual 20 per cent. lower.

The average price per ounce ketchup is 1 cent. Now, takin the range of difference in tot solids as compared in ketchups equal price, we find variations the way from 16.73 per cent. for t lower to 35.32 per cent. for t highest, or more than double th actual value in one case as com pared with the other. Between th lowest residue found, which is 14 per cent., and the highest, which 37.20 per cent., is a ratio of almo 3 to 1, while if we compare t prices and volumes of these tw particular samples, we shall fi that the lower priced articles co contain slightly more actual val than the higher when reduced the small unit of price compa son.

The department draws the lowing conclusions from the vestigation:—

First, That an almost unparall improvement has occurred in t quality of the tomato ketchup the market in the matter of t use of chemical preservatives. T percentage of purity in the sen of freedom from preservatives this respect, has risen from l than 6 per cent. in 1904 to over per cent. in 1915.

Second, That the use of arti cial coloration has entirely disa peared at the present time, where in 1904, nearly 90 per cent. of t brands examined contained art cial color.

Third, That the allegation of t use of injurious amounts of ac and spices in brands containing sodium of benzoate has no basis fact.

Fourth, That factory conditio have improved to the extent th not one sample out of 142 bran examined was found to be of injurious character from the u of unsound materials which w formerly in common use.

Fifth, That only two samples of 142, or less than 2 per ce were illegal in any respect, and these instances it was probably manufacturing error, for there w no reason for the presence of excessive amount of preservat shown by a study of the mic scopic character of the product.

Sixth, That saccharin was found to be present in any of samples examined.

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery Wo
Attorney and Counselor at L
643-648 Land Title Buildi
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 Keystone Race 744

The Slicer That Computes

¶ If you're going to buy a Slicer, why not do it right? Get a **Climax Computing Sanitary Slicer,** that slices, weighs and computes.

¶ The cost is very little more and you're buying for a life time.

¶ Don't think of buying a Slicer until you know more about the **Climax.**

The Anderson Computing Scale Co.

ANDERSON, INDIANA

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products

The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

"S. & H." Green Stamps

Hamilton COUPONS

The Sperry Magazine

THE TRIPLE APPEAL

¶ ARE you losing trade and if so, why? Bargains won't always "draw" and there's a limit to "cut-price" inducements. Give them a sound, every-day reason for preferring your store. Write for facts on the "Sperry" Service and hold your trade.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

An Oddity of Benzoate of Soda.

There is something peculiar about benzoate of soda. A small class of manufacturers still persists that it is not practical to make an economical catsup without it, but a larger class, it must be admitted, are doing it every day. There has never been any consistency and uniformity of opinion about benzoate, anyway; in fact it has been one of the most hotly discussed subjects that have arisen since food laws began. The bulletin of the Pennsylvania Dairy and Food Department on catsups, just issued, shows that Austin, Nichols & Co., the New York jobbers, are using 1-10 of 1 per cent. of benzoate in their Lion brand of catsup, retailing at 18 cents for 16 ounces, while Francis H. Leggett & Co., another New York jobbing house of precisely the same calibre and status, are using none in their Nabob brand, retailing at 10 cents for 9½ ounces. Here are two similar concerns, selling similar catsup, one finding it impossible, evidently, to get along without benzoate, and the other finding it perfectly possible. Obviously both cannot be right.

This should not be taken as in the slightest degree reflecting on the brand containing benzoate. So long as it does not contain more than 1-10 of 1 per cent. the benzoated brand is just as legal as the other.

Pay-up Week.

The Pay-up Week idea has found its way into Pennsylvania. The town of Wilmerding, Pa., according to a brief item in another column, will try it during the coming week. The thing is being taken seriously, and the Burgess has issued a formal proclamation ing upon all debtors to sq up.

The idea is good. It will affect the dead beat. The man has made up his mind not to p debt will not be moved to do i Pay-up Week. But between man who pays his debts pron and the out-and-out dead beat, t is another class—the merely s less. Men in this class are no tually dishonest—they mean to but they don't get around to it. these men had personal mana their credit would always be right. Pay-up Week to men this does what a manager w do—it brings a sort of outside sure to bear on them. It nu them. And undoubtedly a lo them will respond and pay.

After Pay-up Week is ove Wilmerding this paper will deavor to report how it turned

Worth Reading and Remembering

You may have good customers and well-trained clerks, but without a proper system of handling your cash and records, you cannot get the utmost profit.

Many merchants have the mistaken idea that a good system is expensive, requires a great deal of detail work, and a knowledge of bookkeeping. This is not true. The more practical the system the more simple it is, and the less detail work necessary.

A good system will save enough money in a short time to more than pay for itself.

Do We Believe in Trading Stamps?

The following letter has been received from a responsible and valued subscriber, and besides answering it by mail, I shall answer it here because the matter is of general interest:—

Danielsville, Pa., Feb. 7, 1916.

To the Editor.

Dear Sir:—We are at present considering to give trading stamps to our cash customers so as to stimulate cash trade. Do you believe in giving trading stamps? Give reason for or against.

The L. H. Parke Co., Philadelphia, have all their goods packed with trading stamps, of which we sell their coffee, tea and baking powder. They also sell their stamps. Do you think it best to have your own stamps made and buy premiums outright, or buy stamps from some party like the above-named and let them take care of the premiums? Yours truly,

MARSH & HERMAN.
By T. H. Herman.

I suppose that I may claim to have considerable knowledge of trading stamps from all angles. I have represented trading stamp companies, I have represented merchants sued by trading stamp companies, I have represented associations who believed in trading stamps, and associations who did not believe in them, I have studied trading stamp legislation and trading stamp court decisions, I have looked into the trading stamp scheme from both the retailer's and the consumer's standpoint.

So that when I am asked "do you believe in giving trading stamps," I can answer quite positively without much hesitation.

Fundamentally, I do not believe in trading stamps or premiums of any kind.

Practically, I do believe in them in certain cases.

Now let me explain that. Fundamentally, there is no excuse for premiums at all. When a man sells a suit of clothes at a fair price, there is no room in the transaction for a china plate, or a coupon or a trading stamp. Each party to the sale got a fair return for what he gave up, and there is no more reason why the buyer should get a premium for buying than there is that the seller should get one for selling.

The premium is something foreign and extraneous, intruded into a transaction which if it is fair, is complete of itself and leaves no room for anything foreign and extraneous.

Viewed from that standpoint, i. e., the purely ethical, premiums haven't a leg to stand on, in my judgment.

But they must be viewed as a practical question, too. And viewed as a practical question, it cannot be denied that premiums and trading stamps appeal to consumers. They appeal to them most mightily. People who have tried it, and know, say that out of ten people, more will be moved to buy by trading stamps than will be by cut prices. It is the old glamour of the something for nothing. The trading stamps, and the couches and rugs and cut glass that they represent, introduce a sort of romance into a transaction that ordinarily would possess no romance at all.

The stupendousness of the trading stamp business, without anything more, demonstrates the truth of that.

I am bound to believe, as a practical question, in anything that makes it easier to sell goods and to get a profit on them. Since it is apparently not denied that trading stamps do that, I am compelled to admit that in certain cases I believe in trading stamps and would hesitate to use them if I had a s I say in certain cases. If I h retail business, and it was run along well without trading sta I should never even think of ad ing them. I should let well enc alone. But if my business dragging, or were forced to unusual competition, or were need of a general tonic, I sh consider trading stamps very ously indeed as a means to an

I am assuming, of course, trading stamps are to be used estly and fairly.

What is the best trading st plan? That is a difficult quest I think the *least* desirable is the of having one's own stamps. get the benefit of none of the vertising which the larger syst have done. You do not have benefit in your premiums of body's large buying power. main argument which has urged for your own trading st plan is that you, instead of trading stamp company, get benefit of the lapses, that is, stamps which are not redeeme premiums. But I am told that

ing stamp lapses are far less ay than they used to be, and really come not to amount to h. If that is true, the main ar- ent for your own trading ps falls. You buy them cheaper ourse, but it is a question ther this advantage isn't com- ly obliterated by the disadvan- s spoken of above, i. e., the that you are part of a small m, instead of a very large one.

MONG THE TRADE.

e E. C. Fell Mfg. Co., makers luplicate and triplicate sales- s, formerly of 1112-14 Sansom t, are now located in the Harris ding, Twenty-second and Mar- streets.

'The Ferris Monthly Chat."

der this caption F. A. Ferris & Co., ew York, in a human interest way rocers all over the country some y interesting facts. This month talk about the perils to the small r and show the remedies. In the their best advice is to cultivate ity" both in men and goods as the hing that will surely win out. e Ferris Trade-Mark Hams are n to 30,000 grocers, one as far as Peru!

ke a few minutes and read their in this issue.

The New York Letter

A Curious View of New York Grocery Stores. Various Trade Items. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, February 18, 1916.

A very interesting statement concerning the quality of the grocery stores in this city has seen light here during the week. It was written by a man who formerly lived in California and who for some time has been living in this city. His description of the New York grocery store is very vivid. Part of it is as follows:—

> There are just two classes of grocery stores in New York. The one is represented by Park & Tilford and the Acker, Merrill, Condit Co. In all my wanderings to and fro, from the nethermost end of Brooklyn, down near Fort Hamilton, clear out to the extreme northerly line of the Bronx, I have not noted more than half a dozen other stores that are fit to be placed in this first class, which in general character are somewhat below the grade of the Jevne stores in Los Angeles, and in prices charged about the same.
>
> The remainder of the stores, which do about 99 per cent. of the grocery business of New York are mere holes-in-the-wall. Usually there are two or three to be found in a block of a dozen shops, and this does not include the delicatessen shops, which are to be found in about the ratio of one to every two grocery stores.
>
> Most of these little New York grocery stores are dirty. The floors are seldom swept, and when this does happen the cheap, pine flooring is seen to be so stained and worn that you almost wish it were covered with dirt again. The reason of this is that most of the proprietors are a scant generation removed from the big European cities. They themselves are used to dirt and see no objection to it. They do not realize it is there. New York has taught them nothing about the charm of cleanliness. True, the streets of Gotham are, possibly, the cleanest in all the United States, but one does not necessarily think of a street as a model store, and so there is usually more dust and debris to be found in the grocery store than in the street.
>
> One day I stopped at a little outdoors vegetable stand to buy a bunch of celery root. I selected the bunch, and, to make the parcel compact, twisted off the tops and was thoughtlessly, about to toss them into the gutter. The voluble Italian in charge of the stand grabbed the leaves from my hand. "No throw in street," he sputtered. "Police all time make helluva row." And he tossed them through the open door of the grocery store, of which his stand was the annex. It did not seem to occur to him to have a can or box handy for such purposes, and the grocer, probably partner in the business, made no objection to having the store used as a garbage receptacle.
>
> After you are used to the dirt, the next thing you notice is the unkempt and crowded condition of these stores. With ground rents so high as they are in New York, every foot of space is valuable, and the average one-horse grocer of this type has a storeroom perhaps twenty-four feet long by half as wide. Necessity being the traditional mother of invention, one would expect the result of this economy of space to be ingenuity in the arrangement of goods, to get the largest possible stock in the least possible room compatible with convenience in getting at it.
>
> Instead of this, the rule is the exact opposite. Canned goods, bags of dried beans and the like, boxes of fruit and vegetables, outgoing orders, incoming supplies—everything is heaped about in the utmost confusion. If you want anything out of the ordinary, the clerk doesn't know whether they have it or not, or if they did have it he doesn't know whether there is any left, or if he knows it is somewhere in the shop he doesn't know where to look for it. He calls the proprietor, who leaves off waiting upon another customer, and together, with perhaps half a dozen other customers in the store, they suspend business while they search nooks and corners for the desired article, perhaps only to be forced to confess failure to locate it. Meanwhile, as there is doubtless another grocery store within a few yards, one or two customers have gone elsewhere.

* * *

The Jobbers' Association of Knit Goods Buyers has begun a campaign to abolish fixed retail prices of knit underwear. The salesmen of the various jobbing houses have been instructed to agitate the subject and various other

(Continued on page 13.)

"I don't like any man who tries to force me to handle his goods," you may say of some manufacturer who is nationally advertising his goods.

Why not put it this way: "I don't like any man who at his own expense gets orders for me?" Orders, let it also be said, that pay you a better profit, labor considered, than anything else you sell.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

The Ferris Famous Hams and Boneless Breakfast Bacon

The Brand with "THAT IRRESISTIBLE FLAVOR" which particular housekeepers are seeking and are willing to pay f

F. A. Ferris & Company

262, 264, 266, 268, 270 and 272 Mott Street

New York

"The Ferris Monthly Chat"

With 30,000 Grocers on the Atlantic Slope

Some Orators in Conventions and enterprising Merchants who give interviews to ubiquitous Reporters persist that the Distributive Food Produ Trade in our Country is in a mess generally. Our eye catches a headline even in the Journal of Commerce.

"IS THE SMALL GROCER DOOMED?"

Is it as bad as that? And the Jobbers have something wrong with their "internal workings" too. Not always sunshine with them. Did you noti the things talked about at the 28th Annual Meeting of the New York State Wholesale Grocers' Association, held at Rochester, last month?

"Manufacturers Selling the Retailer Direct," "Chain Stores," "Abuses in the Jobbing Trade," "Cutting Prices," "Increase Cost of Doing Business," "Allowing Cash Discounts After the Discount Period Has Passed," "Free Deals," and "Subsidizin Salesmen."

Well! Well! Merchandising of high or low degree is not an easy job. What is your special difficulty? And is there a way to "down it"?

Now, where there is so much smoke there is always fire somewhere. What is back of **this** smoke? We are talking to Retail Grocers. Most of y splendidly deserve success, but two or three of the Stores about Town, for instance, have no show and would better stop tonight. There is no special re why they exist. What is the trouble?

1. Sometimes a LOCALITY loses its former advantage. One of our most successful Markets of twenty-five years ago is closing up. They their money when their Market was the center of a resident "Brown Stone" population. Business, Stores, Warehouses, and Manufactories, have driven their valuable patrons away and they will not return. Is there any use of a man's trying to stick it out there when the glory of **his location** has depart When you are next in New York stroll up Sixth Avenue, from 13th Street See what a business graveyard it is. Twenty-five years ago it was the busi Center—now there stands empty the old Store of Macy & Company (later Siegel), Simpson, Crawford Store, O'Neill's, while the former Siegel Cooper Compa (now J. B. Greenhut), is moving on, but in the Receiver's hands. Fortunes were made here in the 80's, but fortunes have since been lost as the best ret Trade swept up 5th Avenue and the Real Estate slump has been crushing to all holders.

2. An unattractive Store—Floors not noticeably clean. Dust in the little corners. Windows smutty. Stock in a hodge-podge. No effort to get t best display of what there is. It is not the "much" shown in a mass, but the smaller bits of things that attract the eye; that win the favor of the Consum Are we right?

3. Bigger Men Wanted—from the "Boss" down. That doesn't sound pleasant to any of us, but we average men don't grow unless we wake up the necessity and make up our minds we will. And, in many ways, it is a question whether the present Retail Grocer can grow into "A Bigger Man," Activity, in Popularity, in Ideals as to Qualities and Service, or whether he will be swept down with the tide. If he grows, he will have a Better Store, Bet Goods, Better Service, Better Salesmen, and a Better Understanding of Human Nature, (i. e., how to win and hold Humans to the best things). Then t chances are he will hold his own and go ahead on a new successful voyage.

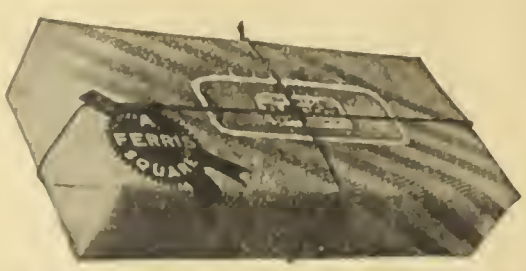
An intelligent Housekeeper said to "Ye Editor" a few days ago: "I like to trade with Mr. A. He is the best Merchant in Town. He knows g goods and he keeps them. He knows what I want and selects them. He never gives me what I don't want nor urges me to take what is 'Cheaper and J as Good.' Yet he grew up from a little Fruit Stand to a Corner Store, with Fine Fruits and Luxuries. He knew how to become 'A Bigger Man.'" A that without cutting prices or selling "cheaper" goods.

Another Housekeeper, living in the Old Heights Section of Brooklyn, only two or three blocks from the Stores of great Display, Broadside Adv ing, Special Sales Cuts, etc., said: "I have tried them. I have come back to the Grocer on the next corner to my home. He always gives me what I —good quality and excellent service, and his prices are not unreasonable for what I buy of him. I shall stick to my corner Grocer."

There is an advantage in a small, tidy, neighborly Store. Do you take an Orange with your Breakfast? And do you want only one? You d have to go to a Wholesale Fruit Store where there are 100,000 others, in order to eat your Orange, do you? See? Don't be discouraged. You will w out. Many of our friends are doing this. The Customers who drifted away for Bargains, Cut Prices, find low grade goods do not satisfy, and they a returning. The Manager of one of our Largest Stores calls these the "come-backers" and they come back to stay.

We, too, are fighting it out on these lines with the Ferris Hams and Bacon. We offer YOU (1)—QUALITY and (2) SERVICE! We only exp One Grocer in Five. Are you the ONE?

And have the Ferris Meats Superior Quality?



Away down in Peru is one of the Foreign Merchants who believes in Ferris Goods. He sends us a photograph, telling us this bevy of bright people n a picnic excursion to visit the celebrated Copper Mines of Cuzco.

They take their Lunch with them and the Meat Course pleases them all. It is a Ferris Ham, chosen above all other Brands, away up among the Andes outh America! Thanks to our South American Friends. We appreciate this discrimination and their praise.

A prominent Grocer in Southern Georgia had been seduced away from us by the constant and reckless cutting of prices. A rich Northerner has a er home there; the other day a ham was ordered from his Home and the Grocer sent it. The following day the millionaire called and told the Grocer —— Ham wasn't worth a ——" and asked why he didn't handle good Hams. The Grocer said "What Ham is a good Ham?" The millionaire answered ptly, "Why, Ferris, of course—the one good Ham." So the House swings back on the Ferris again, and "for keeps." Our thanks to the millionaire. will take him in our Men's Bible Class and teach him better manners with his language, but we don't need to improve his judgment on Meats, do we?

Do you know Charleston, South Carolina? Then you know Welch & Eason, Merchants, Gentlemen, Friends. A Copy of their Dainty Monthly Price comes to us. This is a bit of its story,—"Ferris Trade Mark Hams—one of the oldest Brands and certainly the very highest quality sold; known all the world for its fine flavor. Prices are not really higher than generally asked for Hams of common origin. We solicit orders from those who ciate the quality of what they eat, and are not given to letting prices overshadow every other consideration." Thank you, again, Good Friends, you ie Bull's Eye when you fire your rifle.

An Eastern Girl of earlier years, now a Grandmother, sent word from Detroit last week: "I am invited to a Bridge Party this afternoon. I sure go! our Hostess announces "The Souvenir to the best player will be 'A Ferris Ham!' And I am going for that Ham!"

How would it do for you to put a Ferris Ham in your show-window bearing a neat card—

A TASTY PRIZE
FOR YOUR BRIDGE PARTY?

Fetching? Those odd, unexpected things often count in advertising.

Oh, Yes! One thing more! The Nestor of the Grocery Journal profession (can you spell his name?) writes us: "I have neglected to tell you the delight the Family had in eating a Ferris Ham at New Years. My colored Chef cooked it to perfection. It was as tender as the breast of a squab of exquisite flavor. Even the children exclaimed with delight. There was no turkey we had during the Holidays that was as captivating to the palate mphasizes what I have often said to you—that if the Cook is right and the Ham is right, you get a poem in Smoked Meats."

Enough said for now.

One more "last word." We print our prices. Invariable! Is not that "A Square Deal"?

Your orders will have our prompt attention

The "FERRIS" DELICIOUS HAMS AND BACON

D. A. Ferris Company.

Nos. 262-264-266-268-270-272 Mott Street,
New York City.

Misrepresentations in Evaporated Milk Advertising Are Hurting Its Sale

Well-known Condensed Milk Man Points Out Familiar Advertised Claims in Milk Advertising and Shows That They Cannot be True. The Harm That They do the Business.

I have never believed that the misrepresentations in evaporated milk advertising were prompted by any desire to defraud the consumer, nor with any malicious intent on the part of the manufacturer. Whether this be the case or not, the result as far as the consumer is concerned is the same.

During the past year more than ever I have eagerly read all evaporated milk advertising that has come within my observation in the various accepted media of advertising—magazines, newspapers, street car and outdoor advertising. Some of these advertisements are so patently misrepresentative of actual fact that every manufacturer in the industry—yes, the whole industry itself and with it the manufacturer himself making the claims, suffer instead of benefit by the very publicity given. And think of it—good money is paid to self inflict this injury!

Wish to call your attention to a line from an evaporated milk advertisement which appeared several months ago. Listen to it:—

"Original flavor of pure milk is retained."

Here's another:—

"Comes to you with the same delicious country taste of original milk."

Now that is an absolute misstatement. All of us know that no evaporated milk tastes like fresh, rich milk. If that is true, why try to "kid" ourselves into believing that we can "kid" the public into believing it? The gustatory nerves and the palate of the consumer are just as sensitive as those of the manufacturer and we must never forget it.

If statements such as the above were infrequent in evaporated milk advertising copy, I should not take up your time to direct your attention to them; but it is in the very frequent appearance of such claims that their greatest danger lies. Do not believe there is a man who feels that claims such as these ever made a permanent new user for evaporated milk, and permanent new users are the only kind of new users who are worth a penny to the industry or even worth to the manufacturer the investment placed behind the advertisement.

Here's another line taken from recent advertisement:—

"Tastes like rich, pure cream."

Suppose that such an advertisement made its appearance before the public during strawberry time and that a housewife, who had never before used evaporated milk, was prompted by that advertisement to purchase a trial can and serve it the following breakfast with strawberries to a husband and children accustomed to fresh cream. Wouldn't she—wouldn't you, if you were in her place, after the first taste, say that you had been imposed upon—that the product was not as advertised; but that the trial has been secured through misrepresentation? And if you stopped to analyze just a little further, you would say that the influence and power of all advertising had weakened with this imposition upon the family group, for not only would it be a long time before this purchaser bought another can of evaporated milk, but she would be a little more skeptical of the next advertisement she read.

They say there's a sucker born every minute. Now even if the evaporated milk industry could procure the one-time patronage of each and every sucker as fast as he was born, there would still be too few upon whom the stable foundation of the future evaporated milk consumption could be built.

The sad part of it all is that the trial patronage of this same woman can be secured for evaporated milk without such distortion of fact. Now wouldn't it be better to state that due to the fact that evaporated milk is concentrated and sterilized, it has a distinctive flavor, a liking for which is readily acquired and that while acquiring this liking, the user is likewise acquiring a taste for safe milk? By stating such facts, would not the chances of securing permanent new users be greater?

In calling attention to statements such as these I do not wish it understood that I pose in the "holier than thou" garb. Think we are all guilty of the misdemeanor as charged in the indictment, if not in spirit, at least in word.

Following are still further claims from evaporated milk advertisements which appeared recently:—

"There's always pure cream for breakfast."

"Ready for use when you want delicious pure cream."

"You can whip——milk to light whipped cream."

"Use it as it comes from the can when you want pure, rich cream for your coffee or dessert."

These are but a few of many similar mis-statements (or if not mis-statements perilously near to it) that I have noticed during recent months. Much of this improper copy can be eliminated; in fact, all of it can be eliminated from our advertising by proper co-operation between manufacturer and advertising agency.

It is not a good idea to refer to canned milk as a substitute. Advertise it for what it is.

Do not think such words as "purest," "richest," "finest," etc., should be used in advertising copy. Exaggerations detract rather than increase the value of the copy.

Considering the small percentage of homes in which evaporated milk is to-day being used, you will agree with me that evaporated milk has greater possibilities than any other food product packed in cans. Further, there is no branch of the canning industry that is in such dire need of intelligent, unified, educational advertising effort on the part of the manufacturers who make up that industry. If the canned milk industry is to grow in the measure that the advantages of the products entitle its growth, permanent new users must be made for canned milk by advertising with not only our personal interests in mind, but those of the entire industry; and as heretofore stated, the fundamental purpose of milk manufacturers' advertising copy must be to tell the prospective consuming public in truthful terms what evaporated milk is and to show and advocate to the housewife the variety of its uses.

In conclusion, the stability and success of the milk industry lies in our ability to create permanent users for our products and in ing the present users greater sumers—and this can be done broad educational advertising, basis of which is "Proper Adve ing Copy." Advertising copy w for you—the better the copy, better the work.

WALTER PAG

Chicago, Ill.,
February 17, 1916.

Failures Decrease in All Li

January, 1916, Shows Big Drop C pared With January, 1915, in S Cases Nearly Fifty Per Cent.

The official report of mercan failures for January, 1916, is hand, together with the comparat figures for January, 1915. All li show a falling off. The figures as follows:—

General Stores.—January, 1 192; liabilities, $1,778,538; Ja ary, 1915, 384; liabilities, $3,8 304.

Grocery Stores.—January, 1 361; liabilities, $1,316,451; Ja ary, 1915, 413; liabilities, $1,5 706.

Clothing.—January, 1916, 2 liabilities, $1,559,616; Janu 1915, 299; liabilities, $3,011,89

Dry Goods.—January, 121; liabilities, $1,020,120; Janu 1915, 175; liabilities, $2,418,70

Shoes.—January, 1916, 48; bilities, $336,933; January, 1 73; liabilities, $456,700.

Hardware.—January, 1916, liabilities, $452,180; January, 1 54; liabilities, $677,299.

Well-Known Maryland Retail Con Incorporates.

Papers have been filed by E. Porlet, John Hourwosey and Davi Venezky, incorporating the Hyatts Grocery Co., Inc., under the law Maryland, capital stock, $2,000, di into 200 shares of $10 each, to in groceries, meats and provisions will be managed by David S. Ven and will be the first to carry out ideas of its managers, that local pe can successfully overcome chain s competition by proper modern bus methods. The stock has been subscribed for in small lots.

I neglected to send in my s scription when I received the reminder that it had expired, b am enclosing you a check in p ment of two years' subscriptio feel that I often get my money b in one issue of your paper.—J De Frain, Collomsville, Pa.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

A Check on Strange Salesmen

Without any reflections whatever upon salesmen as a class, you know as well as we do that some dishonest men occasionally get in the business. When a strange salesman comes into your store you don't know—no matter what house he represents—what kind of an experience you are going to have with him.

Unless he uses specialty stamps on his orders. If he does that, he is practically sure to be the right kind of a man, but even if he isn't, you are still certain of the right kind of treatment, for the specialty stamp insures it absolutely.

The whole trade is banded together to handle a *stamped* specialty order with fairness and promptness.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Grocery Markets

Tea.

The tea market has shown no change for the week. Business is still very fair, without any cutting of prices whatever. Buyers are glad to pick up anything which comes to them at a concession, but such stock is very scarce. There have been no price changes for the week.

Coffee.

Rio and Santos coffee continue to be high and the week marks another fractional advance. The main reason for the present firmness in Brazil coffees is, as before stated, the difficulty in obtaining sufficient freight room to get them from Brazil to this country. Other grades of Brazils are firm and high, but perhaps not to the same extent as Rio 7s and Santos 4s. Mild coffees are also steady to firm, but without material change for the week. The supply of these coffees is not heavy. Java and Mocha unchanged and quiet.

Sugar.

The sugar market has become firmer and higher during the week. Raws are now quoted at around 5.14 cents per pound and refiners generally are asking 6.25 for granulated. There are several factors in the situation, but the main one is the shortage in available spot sugar. If England really cuts down in her consumption of sugar, it will undoubtedly make a difference in the American market, which should become somewhat weaker. There seems to be no doubt that this is England's intention, for notice was sent out during the week by the government that they proposed to reduce their consumption to 400,000 tons, as against 1,900,000 tons last year. The consumptive demand for sugar is fair.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is steady to firm and in ordinary seasonable demand. Sugar syrup is scarce and very high; so high, in fact, that some holders are asking a cent more for compound in consequence. Molasses continues firm, with black strap relatively the highest grade. The consumptive demand for sweets is generally good.

Canned Goods.

Tomatoes are weaker apparently on account of lack of buying. It has been possible to get sales through at a dollar a dozen for Maryland 3s during the week in a large way, f. o. b., which is equivalent to a decline of 5 cents. Holders still insist that as soon as buying begins again the market will return to where it was. Owing to the fact that some sellers are sold up on future tomatoes, there is a disposition on the part of some of them to ask 2½ cents more for No 3s. Corn and peas are unchanged for the week and in fair demand. Peas are feeling a little better. Apples unchanged and dull. California canned goods are selling to some extent at a small advance over the opening prices, due to duplicate stocks on the coast. Small Eastern staple canned goods unchanged and dull.

Fish.

There is some demand for mackerel on account of Lent, but not enough to cause any particular change in the market. All stocks of Norway mackerel are firmly held. Cod, hake and haddock are selling seasonably at unchanged prices. Salmon is wanted particularly and is selling well at ruling quotations. Domestic sardines are firm at the recently noted advance. Packers are talking another advance on account of the higher prices for cottonseed oil. Imported sardines scarce, high and firm.

Dried Fruits.

Prunes show no change for the week. The Eastern markets still show that concessions can be obtained from holders. Peaches and apricots are unchanged and only fairly active. Currants, raisins and all other dried fruits are in seasonable demand, at unchanged prices.

Butter.

The butter market is firm at unchanged prices, with an upward tendency on all grades. The consumptive demand is very active. Fresh butter is cleaning up on arrival. A continued good market is looked for without much change.

Eggs.

The receipts of fresh eggs are increasing considerably and the market shows a decline for the week of 2 cents per dozen. The quality of the present arrivals is very good and the consumptive demand is increasing daily. The market is healthy on the present basis, with the weather still the chief factor.

Cheese.

The cheese market is steady and unchanged, with a moderate consumptive demand. Exporters are not at present buying much cheese. When they come into the market again prices will probably show a further advance.

Provisions.

The provision market is firmer and unchanged, with only a moderate consumptive demand. Pure and compound lard are steady and in light demand at unchanged prices. Barreled pork, dried beef and canned meats are dull and unchanged.

Beans and Peas.

Pea beans are a shade weaker and the market in a large way to come forward is now from $3.75 to $3.85 per bushel. This is quite a decline from the highest point. Marrows are also weaker, and sales have been made during the week at a decline of 10 cents a bushel. California limas, which are ruling at 4½ cents on the coast in a large way, are at the lowest point that they have reached in six years at this season. Green and Scotch peas are unchanged and dull.

INDIVIDUAL MARKET REPORTS.

Standard Canned Goods.

The large buying of tomatoes for shipment out of the 1916 pack proves conclusively that "futures," generally speaking, have a firm grip on the buyers all over the country. The Southern jobbers have been the leaders to date, which fact has had a very good effect on both sellers and buyers. From the canners' angle of view, they figure it indicates that distressed conditions in the South are but a memory, and that the obnoxious specter—"hard times," has fallen, like Lucifer, never to arise again. Results tell us, beyond a shadow of doubt, of a large quantity of confidence now abroad, since the orders are beginning to come in from all sections, and in many cases the original purchases are being duplicated.

The Baltimore city canners have been the chief sellers of "futures" up to this time. Their limit will be reached pretty shortly, and then we must depe the country canners for our sou supply. We can still buy at our tations, but prices may change a time on account of the unwillingn the part of the out-of-town cann meet the tomato growers' adv prices for raws.

Vegetables of all kinds for imm shipment are dull, with sweet po and spinach the exceptions. Swe tatoes are in a good position ar day's purchase price looks like a investment. Spinach is in good and it will bear watching. Future especially the fancy shoepeg vari claiming much attention. Sh corn is "coming back" fast, an jobber who has the foresight to now will have no regrets this yea

There was not much interest in of any kind this week. The usual run of orders came in, but the qu per order was smaller than Pears were most sought after, bo water and syruped grades.

Cove oysters were dull and the tations remain the same.

THOS. J. MEEHAN & Baltimore, Md.

Imported Fish Specialties.

The approaching Lent is m itself felt by the decidedly bette mand and a hardening of pric Norway mackerel. Herrings o kinds are also in better deman though the enormously high asked for this commodity stand i

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

The Glass Jar Idea.—Some time since we wrote about the effectiveness of the glass jar; a recent experience has still more fully established this receptacle as a special attraction. Italian chestnuts weren't moving. They were shown up in different ways and different places. At last a big aquarium jar was produced. This was filled with the nuts and placed on the counter. A new sign read, "Chestnuts for Roasting, 10 Cents per Pound," and in less than a week the stock was cleaned up.

There were 40 to 50 10-ounce packages of alphabets for soup, with labels somewhat soiled. Nobody wanted the goods at half price—5 cents. The packages were cut open and the contents turned into a jar, at 15 cents a pound. All sold.

* * *

That "Cost Window" we wrote about last week sold on *Saturday* only, nearly 14 cases No. 2½ cans broken sliced Hawaiian pineapple, 11 cents a can. You can make your window dead, half dead or very much alive.

* * *

Dill Pickles.—"Wonder what's the matter with my dill pickles?" said the clerk. "I'm not selling half the quantity I did a year ago."

"Your pickles are all right," said the manager; "you are the 'matter.' Fill a couple of these big pans with them, place them in a showcase, put the doors, surround them with bay l as a set-off, and report the resu three days."

The three days being up, the said, "Please ask the porter to another barrel of dills."

* * *

The different ways of merchan your goods makes the grocery bu full of interest. It's inspiring t things move on account of your sonal effort, and things *will* move the punch is back of them. Don't for the boss to make suggestions. wait for him to give instructions, Get ahead of him.

* * *

Reading Anything?—Don't say have no time. That only makes poor calculator. Reading not onl proves your mind and manners, bu proves your conversation. Do sometimes say, when listening good talker, "I wish I had tha low's education." Ten to one yo as much "schooling" as he, and t one he is a reader; you get "lang unconsciously when reading.

Cultivate a taste for books. passport to good company. "No tainment is so cheap as reading any pleasure so lasting," says Montague.

of big business. There is a lot of erican herrings, and Nova Scotia Newfoundland herrings sold to-day place of the imported article, and y who would never have thought elling to their trade American her- s are now doing so in view of the that the American product is so h cheaper than the foreign herring, ough very much inferior in quality. peaking of fish, we again want to tion this Cary Bill which has been oduced in the House of Represen- es by Congressman William Cary, Wisconsin, and which bill pro- s that fish (not mentioning whether h, prepared or preserved) may be in cold storage only for three ths, and after that cannot be re- ed or shipped in interstate com- ce. As pointed out in our previous ket reports, such a bill would spell to the salt and preserved fish e in the United States, and through provisions it would make it impos- for dealers to handle salt and pre- ed fish except during the winter ths. Naturally, this bill would in- to increase the cost of living very rially. Salt and preserved fish always been considered one of the t nutritious, one of the most whole- e and one of the cheapest foodstuffs ne market, and scientific researches proven that salt and preserved may be kept in cold storage for a t deal longer time than one year out showing the slightest sign of rioration. For this reason every- interested in the sale of salt and rved fish, or in the consumption of, should address a latter to e Congressmen and Senators whom knows in Washington, protesting strongly against the passage of this Bill, and suggesting that the bill o amended that preserved and salt and meat be exempt from this bill. is a very important matter and ld not be overlooked by those who interested.

ported sardines of all kinds con- very scarce. There is a good -to-mouth demand, and a great more could be sold if they were had. Lately some samples have ed of Norwegian winter packed nes, which show fairly good qual- but the prices were so enormous we do not believe that any have bought in this market, as prices nable here would not permit us to the asking prices in Norway, and h asking prices are readily paid by ations now at war. A great scar- of tinplate and labor is making felt in all the sardine producing rs of Europe, and there is very likelihood of this situation being ed until the war is over. Owing e scarcity of tinplate and all raw rials, all canned goods, naturally, ikely to continue high, and prob- go even higher than prices are until after the end of the war.

STROHMEYER & ARPE CO.
w York.

Rice.

e market for the week has ruled ly, with only fair inquiry from the . Although prices are reasonable, buyers do not seem inclined to ipate further wants until they have d the larger part of the compara- free purchases of December and ary. Movement for consumption is usly estimated, some claim less ordinary, others report it larger usual, as the low prices and good y combine to make the handling e a profitable commodity all along ne. Extra fancy Honduras heads ery scarce, and whenever a lot of is offered, it brings a premium. vices from the South along the tic coast report that new business not been very much in evidence g the week, but that the future bookings, together with slight demand, has kept the volume up to about last week's movement. There is very little Carolina left, but the movement since the first of the year has been very small.

At New Orleans the clean rice market is strong, a further advance of ⅛ to ¼ having taken place in Blue Rose and broken rices, while Japans are commanding attention now from Porto Rico, due to the scarcity of lower grades, and an advance of ⅛ has also taken place in this variety. Fancy Honduras heads are scarce and commanding a premium.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills report fairly active inquiry and are disinclined to shade list prices. There was a further advance noted in the market for rough rice of all grades, and from the very fact that no sales were reported, indicates that the holders are not inclined to accept to-day's prevailing prices, which are 25 cents to 40 cents higher than the market for clean.

D. TALMAGE'S SONS CO.
New York and New Orleans.

Spices.

The market has been exceedingly active and very much unsettled. Prices being sharply higher in many articles. Trading has been large throughout the week and the indications at this time are that higher prices will rule.

Peppers.—Market is firm for all grades and higher prices are ruling. It is now reported the British Government has placed an embargo on exports of peppers. This applies to English possessions. The advance in freight rates alone this week has meant from ½ to 1 cent per pound in added cost. Stocks here are small, and a much higher market is predicted.

Red Peppers.—In very active demand at generally firmer prices.

Cloves.—Quite active and future prices are higher. There is a strong undertone to all positions.

Pimento (Allspice).—Firmer and has advanced ¼ to ½ cent per pound. Higher rates probable.

Mace.—Very scarce and in good demand for all grades. A very firm market is indicated.

Nutmegs.—In large demand for all grades. Higher prices are prevailing. The trend is upward.

Cassias.—Saigon scaree and in urgent demand. Batavia grades are scarce and prices are firm. China grades very scarce and high prices are being quoted from China.

Gingers.—Very firm and slightly higher. It is reported the African and Cochin crops are small.

Tapiocas.—Very active and sharply higher on account of the steep advances in freight rates.

Paprika.—Slightly higher, due more or less to the advance in ocean freights and insurance. Stocks here are small.

Seeds, Herbs, Etc.—Generally firmer, with upward tendency. Caraway, poppy and mustard all very firm and likely to be higher. Sweet herbs in fair demand, at generally unchanged prices.

McCORMICK & CO.
Baltimore, Md.

Pay-up Week in Wilmerding, Pa.

The week of February 21st to 26th, inclusive, has been designated as "Pay-Up Week" in Wilmerding, Pa., and the Burgess calls upon all the citizens of the borough to pay their debts during that week. His proclamation is as follows:—

Whereas, The week of February 21st to 26th, inclusive, has been designated as National Pay-Up Week, to be observed throughout the nation; and

Whereas, People in cities and towns and communities in all parts of the country are uniting to make National Pay-Up Week a memorable event, conducive to the good of all; and

Whereas, An event of this kind is bound to prove beneficial to every citizen in every city and town that observes it;

Therefore, I, by authority vested in me as Burgess of Wilmerding, Pa., do hereby designate and proclaim the week of February 21st to 26th, inclusive, as Pay-Up Week in this community, and I do sincerely trust that every man and every woman in our city or community who owes a debt will endeavor to pay it during this week and thus aid in the great national movement for prosperity.

THE NEW YORK LETTER

(Continued from page 7.)

plans will be adopted for arousing the sentiment of the trade.

SUMMARIZED MARKET CONDITIONS.

Tea rather quiet, with all lines steady to firm, especially India-Ceylons.—Coffee a little quieter toward the close, with some holders taking profits at the recent sharp advances. Milds quiet and firm.—Sugar firm at a considerable advance. Raws quoted at 5.14 cents. Most refiners still quoting 6.10 for granulated, although Philadelphia refiners are 15 points higher than that. Canned salmon firm, with cheaper grades practically cleaned up on the coast. Demand steady and good. Domestic sardines firm.—All canned vegetables steadily maintained, except tomatoes, which are weaker, because California canned tomatoes have come in at a lower price than Eastern brands.—Prunes about unchanged, but perhaps a trifle firmer than they were. Medium grades stronger on the coast. Raisins and currants firmer. Other dried fruits unchanged.—Wheat still uncertain and uneasy, with market closing rather weak.—Flour unchanged on last week's basis. Demand quiet.

Dry Goods Business Good.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods is well ahead of that of the corresponding period of a year ago. Road sales for immediate and spring delivery are running well ahead and are continuing to show great gains for fall delivery.

There have been more customers in the market during the week than a year ago, and buying in the house has been excellent in all lines.

Collections are normal.

Prices on staple cotton goods and other lines are firm.

The Modern Duplicator.

Frequently this paper has been asked for the name of a good duplicator. In this issue you will find an advertisement headed "At Last! a Perfect Duplicator," manufactured by G. W. Durkin & Reeves Co., 339 Fifth avenue, Pittsburgh, Pa., who say you will save time, labor and money by its use. One advantage is that it contains no glue or gelatine, and can be used indefinitely. A special price is being made to our readers.

An Important Flavoring
IS
MAPLEINE
necessary to both the kitchen and the candy shop.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton
Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

WE NEED SALESMEN
High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.
For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

THE VALUE OF BRIGHT STORES
¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.
The Philadelphia Electric Co.
Tenth and Chestnut Streets

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Manufacturers of Drinking Cup Machines.

Charleston, S. C.,
February 8, 1916.

To the Editor.

Dear Sir:—Will you be kind enough to give me the name of one or more concerns that manufacture drinking cup machines, such as you find in railroad stations, where you drop one cent in slot and receive a paper drinking cup. By doing this you will oblige

Respectfully yours,
C. F. KLENKE.

The Individual Drinking Cup Co., 1522 Chestnut street, Philadelphia, has a monopoly on the penny slot machines for cups. They lease, not sell, their machines for an indefinite time for $15; cups cost $6 a thousand.

The Huff Paper Co., Denckla Building, Philadelphia, sell a machine for $3.50; cups $3 a thousand. Cups are released by pressing a button: no coin slot attachment.

* * *

A Collection Agency.

Wilkes-Barre, Pa., Feb. 9, 1916.

To the Editor.

Dear Sir:—Will you please give us some information in the next issue of the "Modern Merchant and Grocery World" for the benefit of all grocers of the Mercantile Credit Association, located at 304 Bulletin Building, Juniper and Filbert streets, Philadelphia.

Yours truly,
ONE OF YOUR SUBSCRIBERS.

We have investigated the concern named quite a number of times. It is a typical collection agency and considered no better and no worse than the others. Nobody seems to know who is really behind the name "Mercantile Credit Association." We strongly advise doing no business with concerns of this class.

* * *

An Aluminum Scheme.

Hudson Falls, N. Y.,
February 10, 1916.

To the Editor.

Dear Sir:—Please give us a report on the reliability and any further information you may have regarding the Consolidated Aluminum Co., manufacturers of advertising matter, Oak Park, Illinois. There seems to be a clause in their contract we do not like and it does not look to be strictly on the level. Any information will be greatly appreciated.

Yours truly,
HARRY E. SWAN.

We have referred to these aluminum schemers a number of times. There are two or three of them, and so far as our knowledge goes, they all do the same kind of business. An objectionable feature is promissory notes which are transferred to "innocent third parties," and collected by them, whether the aluminum company keeps its contract or not. As a matter of fact, it usually does not keep its contract.

* * *

To Buy a Health Food.

Shillington, Pa.,
February 8, 1916.

To the Editor.

Dear Sir:—Will you kindly inform me where I can buy Grant's Hygienic Cracker, made by some Health Food Co. of Berkley, Cal.

Thanking you in advance for any information you may be able to give me, I remain,

Yours,
S. B. KLOPP.

Write the Hygienic Health Food Co., Oakland, Cal.

* * *

To Sell Shop-Worn Shoes.

Rocky Grove, Franklin, Pa.
February 11, 1916.

To the Editor.

Dear Sir:—Will you give us the names and addresses of people that buy shoes that have become shopworn. Enclosed you will find addressed envelope for your convenience.

Yours truly,
SAY & PATTERSON.

I. Bloomberg, 526 South Fifth street, Philadelphia, is a sort of broker who handles shopworn shoes, and H. Epstein & Co., 419 Market street, Philadelphia, are auctioneers who also buy them. Naturally, you will get little or nothing from such people. Why not hold a special sale yourself? You will undoubtedly get a better price and will do yourself some good in a general way.

* * *

A Scheme Contract.

Bland, Va., Feb. 12, 1916.

To the Editor.

Dear Sir:—In regard to National Novelty Importing Co. and your request for contract, please find same enclosed. We made first payment February 18, 1915, as per contract, and last one November 18, 1915. We put out the advertising, etc., but our trade does not wear much jewelry. We have most of this on our hands. We are taking inventory as we have time. There will be over $200 worth we believe.

Can you sell to any one the outfit if we cannot make them take it back?

Thanking you for any help, we are, Yours very truly,
F. A. CRABTREE & Co.

Messrs. Crabtree & Co. asked some time ago whether they could make the National Novelty Import Co., Houser Building, St. Louis, Mo., take back their surplus stock, and we asked to see the contract, which is now sent. The clause covering the return of the goods is as follows:—

SALES GUARANTEED.—If purchaser desires to discontinue this profit sharing plan after one year from date of first payment, and has complied with all the terms and conditions of this order, he may return to us any goods in this order, and we agree to pay him invoice price for same.

Naturally the question is, have you complied with all the terms and conditions of this order, which appear to be as follows:

1.—To send to the N. N. I. Co. the 1st of each month for six months, a list of 24 customers, or prospective customers.

2.—To keep jewelry well displayed.

3.—To give a certificate with each 50-cent purchase.

4.—To settle the account withi 10 days from November 18, 191 by paying cash, less 5 per cent., c five notes.

If you have done all these thin we see no reason why you can claim for the balance of the goc To be sure, you may have to go St. Louis to do it.

We have no idea, however, t you will ever get any money fr the St. Louis concern for the l ance of this jewelry.

* * *

The All Package Grocery Store

Mt. Holly Springs, Pa.,
February 15, 191C

To the Editor.

Dear Sir:—I write you for formation concerning the All Pa age Grocery Stores Co., 217 Bro way, New York. They pack th own goods and expect to oper chain of stores and claim to h now in operation a total of 50 s in Greater New York. They o stock for sale on the installm plan—preferred $10 a share, with each share of preferred get two shares of common, s posed to be under the managen of bonded employees. Everyth sounds good. If you haven't s one of their prospectus I will glad to mail you one. Prefe stock to pay 7 per cent. and common supposed to become v able through time. Any infor tion you can impart concern same will be appreciated.

Truly yours,
W. B. ZULLIN

At present we have only a the information that you have, send on the prospectus and we look it over and discuss it.

We owe you an apology for having sent our check on your notice. We assure you it was solutely an oversight, as wouldn't stop this subscription ten times that amount. Encl please find the required chec Mann Bros., New Brunsw N. J.

At Last! A Perfect Duplicator

Print your own Typewritten or Penwritten Letters, Drawing, Lessons, etc., o the "Modern" Duplicotor. It contoins no glue or gelotine. Alwoys "Remember th Modern Duplicotor."

Every Business and Professional Man should own and operate a "Modern Duplicator. IT WILL SAVE YOU TIME, LABOR AND MONEY.

When you want ten, twenty, forty, fifty or mor letters of the same kind, typewritten or pen written, jus write one letter in the regular way, put it on Duplicato and a strong copy is transferred to the Duplicato remove letter and print the duplicate (fac-simile) letter Music, Maps, Lessons, Examinations, Solicitation Letters or anything can be duplicated in one or mo colors at the same time. So simple a child can use i Lasts for years. Can be used a hundred times eac day. Letter size, 9 x 12 inches, complete, **$4.50**—les SPECIAL DISCOUNT to merchants of 20 per cent., **$3.60** net. Booklet of other sizes free. Address the manufacturers,

G. W. DURKIN & REEVES CO.

Branch, 431 Wood St. **339 Fifth Ave., Pittsburgh, Pa**

ROYAL BAKING POWDER

Absolutely Pure

Royal Baking Powder is made of pure Cream of Tartar, and is the highest grade of baking powder that can be made. Its quality and purity are established all over the world. That is the reason it is the easiest to sell and every grocer should always carry a full stock.

Fully Guaranteed

You can push the sale of ROYAL BAKING POWDER with *confidence* as well as *profit,* because you know it will please your customers and make more and surer profit for you than any other baking powder.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

Mixing Roosevelt With Business.

I've known some prime human jackasses in my time, but I ain't seen any that could kick knee high to the one that mixes politics with his business.

He is the father of 'em all, believe me.

All of us are some tender about our religion and our politics, and when a fellow gets funny about either we ain't going to hand him any money if there's anybody else around to hand it to.

And there usually is, take it from me.

"Gee whiz, what's this?" I said to a customer of mine out in Cleveland, Ohio, last week. It was a pile of maybe a hundred one-pound candy boxes lying back in a corner of his store. Each one had a great big picture of Teddy Roosevelt on—you know who I mean—and this guff was printed underneath:—

Roosevelt is the Only Man Fit to be the Next President.

Below that my enstomer had printed "yours for the good cause," and then his name.

"They're what I had left from some special boxes I had made not long ago." And that's all he said, too. I wouldn't have gotten inside the thing at all if another customer in that same town hadn't told it to me.

I was talking with the second man about how business was, and how he and the people up there liked the President. He said most of 'em liked him pretty well.

"But there's a good bit of Roosevelt sentiment here," he said, "and it's got very hot and there's some sore feeling now. Ben Johnson is one of the hottest Roosevelt men. He swears he'll be the next President."

Ben Johnson is the customer where I saw the Roosevelt boxes. Of course that ain't his real name.

"Did you hear what he did?" he asked me.

I hadn't, but I was willing to.

"He got up a lot of boxes with Roosevelt all over 'em and wouldn't use any other. They tell me several of his customers asked him to give them other boxes, but he wouldn't do it—I don't believe he had any others—and he had a little trouble about it."

"Did he lose any trade?" I asked him.

"They say he lost two or three very good customers," he said. "You see the feeling has been so high here that the thing amounted to a good bit more than it would otherwise. He's had his brother-in-law in the store for over nine years, but the two of them got to fighting over politics and the brother-in-law's gone. Good man, too—he had a couple of jobs offered him the very day he left. They don't speak to each other now."

Ben Johnson, will you please come here a minute while I give you a good swat in the pants? I have a hunch that after a good swat you'll feel better and I'm plumb sure *I* will. You need it, Ben, my boy, and you need it bad. Anybody who would do the wooden-headed thing you did ought to first get swatted, and then go out and eat a meal of hay.

Now I think Teddy Roosevelt is some man myself, but I'll be blamed if I'd let twice as good a man as he is butt into my business and hurt it. I'd vote for him on election day if I wanted to, and I might even go to the Town Hall and make speeches if I could get anybody to listen. That ain't anybody's business, and I'd say so blamed quick to anybody who doubted it. But it don't seem to me I'd stick my Roosevelt views down my customers' throats. It's hard enough to get your goods down people's throats without trying to push a Roosevelt box down. Especially when it may gag 'em and make 'em throw up the goods.

Get me?

You see, this ain't as little a thing as it sounds. I have a man in my mind now who hates Roosevelt so much that if somebody brought a box in his house with Roosevelt's face on it he'd go spit in it. If he went in Johnson's store for some stuff and found he couldn't get any except in that kind of a box, h go out without it and he'd go mad.

More than that, the chance is h never go back.

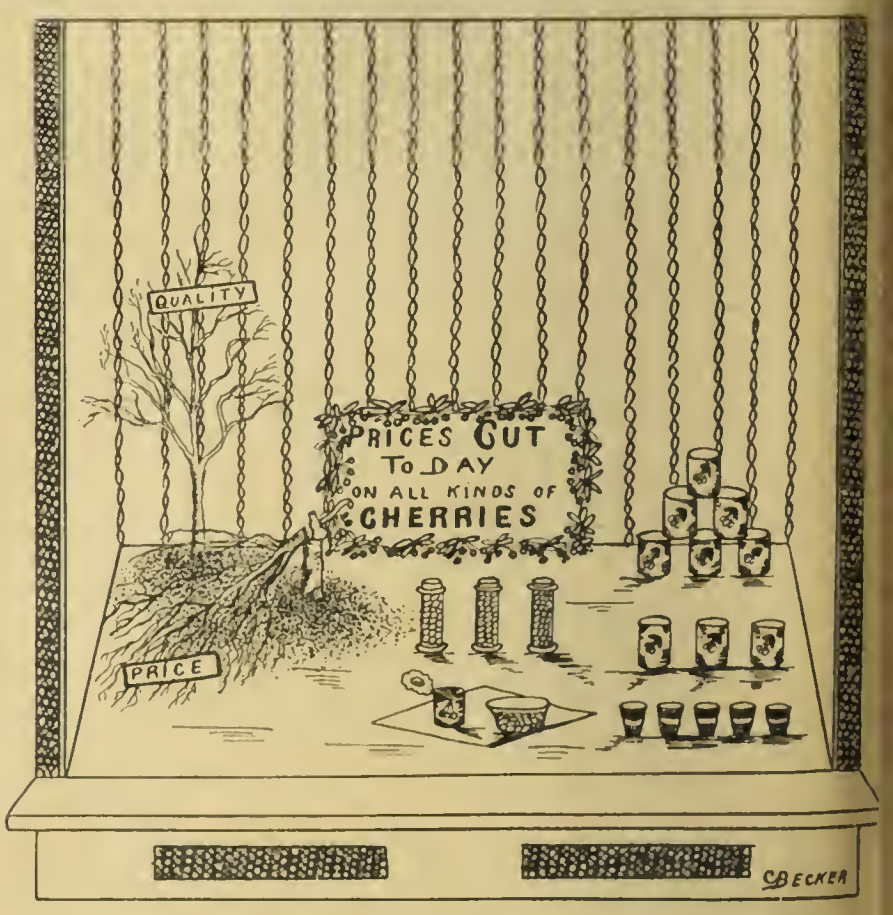
A blooming lot of people are that, and most of 'em eat. To 'em the wrong way—about a thing—ain't the way to sell 'em I know what I'm talking abou

I had a talk once with anot fellow who had done some st like this—I don't remember j what now—but all he did was talk to me about the "courage of convictions."

"I believe that any man that fe deeply about something which thinks is for the public good," said, "is a traitor to the cause if don't preach it in season and out season."

"You go soak your head!" I s I wasn't the polite gent then th am now. "That ain't so at When you go in business you've to keep off people's feet. If you

Weekly Window Display Suggestions



Trim for February 22d.

For this Washington display use large branches of cherry trees, nail to proper positions with wire nails. Note the signs, "Quality" and "Price and be sure to place "Quality" high and "Price" low. Leave in the stump the chopped tree a small hatchet. Cover the ground (green crepe pape under the trees with loose dried cherries. Now open a can of cherries i a glass dish—leave both the can and the dish on view. Every cherry prod that you handle will be noticeable at this time, so use them all in the windo Outline the large sign with clusters of artificial cherries. The twisted strip the back are alternately, red, white and blue.

eir feet they won't buy from
nd if enough of 'em don't buy
n you'll bust. Then what will
family do? You can't fill their
chs with your blamed convic-
"

s courage of your conviction
ess is all to the good if you
trying to sell goods to people.
about then it ain't worth a
crab. It's a case of trimming
believe me.

THE STROLLER.

---

ernment May Again Post-ne Final Elimination of od Guarantees Under deral Food and Drug Act.

Removing Them From Labels t Postponed From May 1, 1915 May 1, 1916 and Now Manu-urers Want Further Extension. ring Announced for March 10th.

Correspondence of "Modern Merchant l Grocery World."

shington, D. C.,
February 18, 1916.

hearing on the question of onement of the effective date ood Inspection Decision 153, in substance forbids the use aranty legends and serial num-on labels of foods and drugs erstate commerce, will be held e Bureau of Chemistry, 216 street, S. W., Washington, , at 2 o'clock P. M., March 10,

is decision, issued May 5, as originally promulgated, to take effect May 1, 1915. the date on which it was to effect was postponed until May 6, with the proviso as to prod-packed and labeled prior to 1, 1916, in accordance with law with the regulations in effect to May 5, 1914, that the ef-ve date was postponed until mber 1, 1916.

merous requests recently have made to the department for a er postponement. Those re-ing this action represent that facturers and dealers still on hand large quantities of printed prior to May 5, 1914, bearing the guaranty legend serial number. It is repre-d that this supply of labels in ggregate cost many thousands llars, and that unless they can ed their owners will sustain a e loss.

the other hand, many man-urers, in expectation of the new regulation's going into operation next May, have already eliminated the guaranty legend and serial number from their labels.

All parties interested in the question, whether in favor of the extension or opposed to it, are invited to attend the hearing and present such facts as may be material. Those unable to attend in person may submit their views in writing. Communications should be addressed to the Chief of the Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C.

HOLT.

Enclosed find a check for two years' subscription for your valuable paper. We could not do without it.—Joseph Losowski & Son, Trenton, N. J.

California Almond Situation Firm and Contracts Closed.

The California Almond Growers' Exchange has closed contracts for the last of the 1915 almond crop to be marketed through this agency. The crop harvested in California last year amounted to approximately to 3,800 tons, of which about 75 per cent. is controlled by this exchange. This was the largest crop in the history of the State. Some comparatively light stocks are still held by independent dealers on this coast, but it is understood that the greater part of the 1915 crop has been consumed. All quotations on spot goods have been withdrawn. The exchange reports a business for 1915 in excess of any two previous years. One factor in this big increase was the large increase in the membership, with a large crop named as the other cause. The almond crop of 1915 was the largest ever produced in California. While an accurate report of the volume of the year's business is not available, it is announced that the net returns to the grower members of the exchange will be over $1,000,000. The larger output more than counterbalances the slight drop in prices compared with 1914, so that this is the largest amount yet returned by the exchange.

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

No. 351.—Possibilities of Loss by Infringing Another's Trade-mark.

Not long ago a manufacturer of a certain specialty was discussing with me the success which a certain trade-marked specialty in his line had had. There was nothing particularly notable about the article itself; it was the name and the package more than anything else. They had been cleverly advertised and exploited, and had acquired a very decided vogue. The manufacturer in question was on the verge of putting a similar article on the market, and he had decided to adopt a name and a package which bore a very decided resemblance to the other. I advised against it, because of the danger that it might be considered infringement of trade-mark and unfair competition. "But what of it?" he said. "The worst that can happen to me is that I can be stopped, and the Jones people may not pay any attention to it."

I explained to this man that the worst that could happen to him was not simply that he could be stopped, but that in addition to being stopped, he might be compelled to pay heavy damages; in other words, to pay to the owner of the trade-mark infringed, all the profits which he made from his wrongful use of the other's trade-mark.

A case has just been decided which makes this possibility so clear that I shall discuss it for the benefit of all the readers hereof who use trade names or trade-marks.

The principle which the case referred to establishes is that "where the infringement of a trade-mark is not the result of mistake or ignorance of the plaintiff's right, but is born of a deliberate and premeditated plan to divert from him business and profits fairly resulting from his own skill or enterprise, the defendant (the infringer) will not only be enjoined from continuing the infringement, but will be compelled to account for the profits which accrued from his own deliberate wrong-doing."

This was a stogie case. The original owner of the trade-mark had originated in 1905 the word "Dry Slitz," and had registered it as a trade-mark in the Patent Office in Washington. Up to the time of his suit he had made over 16,000,000 stogies under that brand. The packing, too, was peculiar. It consisted of a special design, colors, and arrangement of type.

The defendant, seeing the way in which "Dry Slitz" stogies were selling, thought he would steal some of their thunder and in 1912 he put out a brand called "Dry Sweets." His packing, labels, colorings and designs were very much like "Dry Slitz," and there was some evidence that one had been mistaken for the other. He managed to sell 600,000 stogies under the "Dry Sweets" name before he was sued for infringement of trade-mark.

At the trial the defendant made no defense except that his brand and his package were not so close to the other man's that the public could be deceived. The court decided against him, but practically did nothing more than tell him to stop it. They did rule that he would have to pay all the damage which the owner of the trade-mark could show resulted from the public having been deceived by the infringement. It is practically never possible to show any such damage, and none was shown in this case. The decision was therefore practically equivalent to telling him to stop the use of "Dry Sweets," but with all his profits on the 600,000 remaining in his pocket. There was an appeal and the higher court said this was not punishment enough. Not only must the defendant stop his infringement, but he must account to the owner of the trade-mark he infringed for every cent of profit he made on the 600,000. This is of course a horse of another color, and is the worst possibility in any case where you have intentionally or inadvertently used a brand or a package that looks like somebody else's. There is always a great difference, however, in the court's attitude toward a man who innocently and unintentionally, or sincerely believing himself to be right, infringes upon the trade-mark of another and a man like the defendant in the stogie case, who deliberately goes out to get somebody else's thunder. In the former case there will usually be only an order to cease using the infringement. This distinction is clearly shown by the following extract from the court's decission:—

> In cases where the infringement complained of was not the result of mistake or ignorance of the plaintiff's right, but was born of a deliberate and premeditated plan to divert from him business and profits fairly resulting from his own skill or enterprise, it appears to be regarded as no more than right that the defendant should be compelled to account for the profits which have accrued from his own deliberate wrongdoing. Such also appears to be the practice in the Federal courts. The principle on which such an accounting ought to be required and is usually decreed is well stated by the Supreme Court of California in Graham vs. Plate, 40 Cal. 593: "No one will deny that on every principle of reason and justice the owner of the trade-mark is entitled to so much of the profit as resulted from the use of the trade-mark. The difficulty lies in ascertaining what proportion is due to the trade-mark and what to the intrinsic value of the commodity, and if this cannot be ascertained with any reasonable certainty, it is more consonant with reason and justice that the owner of the trade-mark should have the whole profit than that he should be deprived of any part of it by the fraudulent act of the defendant." If one may deliberately and designedly prepare and execute a plan to infringe upon the trade-mark of another without running any greater risk than to be stopped at some time, by an injunction, from the further use of his fraudulent scheme, the law will not have the potency it should have in preventing the commission of unlawful acts.

We are of opinion, therefore, th the decree entered by the learn court below should be modified striking out the second paragra thereof and inserting in substi tion therefor the following: "Th defendant account for any prof made by him in the wrongful u as hereon set out, of said plaintif trade-mark." As thus modified, t decree, which is right in all other spects, is affirmed. The costs of th appeal to be paid by the appell and the record is remitted to t court below for further proceedin

(*Copyright, February, 1916, b Elton J. Buckley.*)

NOTE.—Requests for informatio this department should tersely set in full all the facts bearing on the and all questions should be care framed to avoid misconstruction. W on one side of the sheet only. Le should be received at this office later than Tuesday of each week, t sure an answer in the Monday's following. The signature and ad of the writer must accompany al quiries, and will be published less there is a request not to do so. inquiries received will be answ without charge. Address all comm cations to Legal Editor "Modern M chant and Grocery World."

New York Bank Says Business Phenomenally Good.

The National City Bank of York, a very influential institution, issued the following statement on condition of business:—

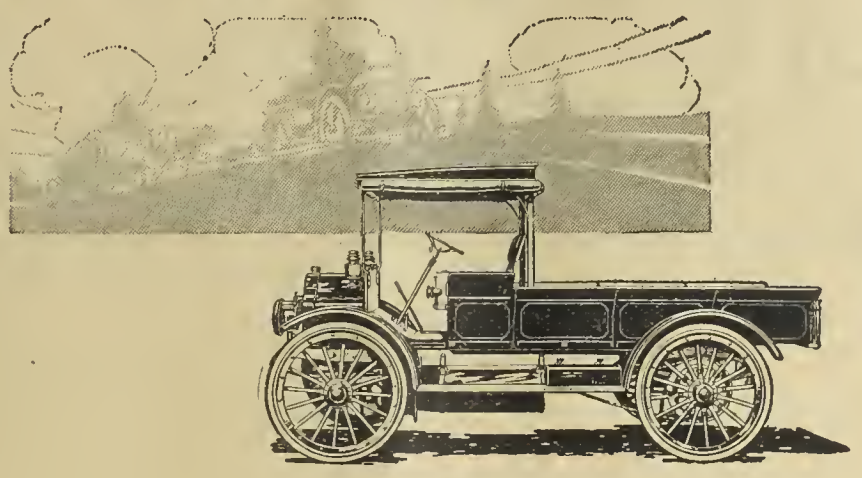
Business conditions in the op ing month of 1916 have been v encouraging from almost ev viewpoint. It would be easier name the unsatisfactory featu than the favorable ones. The co gestion of foreign bound frei at the ports, with the incidental convenience to the railways a shortage of cars would be the mo important of the latter, and t shortage and high prices of num ous materials, notably dyestu would come next. The suggest of labor troubles, particularly up the railways, is also disquieting. view of statements, apparently a thorized, that the four orders trainmen which have joined in mands for a readjustment of t basis of pay will have "no arbitr tion this time." The railway ord however, have always been ably rected, and it is not likely that t men as a body would favor a st so demoralizing to industry and injurious to the country as an a tempt to tie up the country's tra portation system.

Trade is good in nearly all li Omitting New York City on a count of the Stock Exchange oper tions, a comparison of bank cle ings for the country shows a g of about 25 per cent. over a ye ago. Railway traffic is uncommon heavy and earnings, both gross a net, are surpassing all records. T benefits of the large expenditur made in the last dozen years for t purpose of reducing operating co are realized under a full volume traffic as it has not been possi to realize them heretofore.

SUN-MAID RAISIN
The Nationally Advertised Brand
California Associated Raisin C
Membership 6,000 Growers
Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson New Yor

International Motor Trucks

Four Models



Lowest Prices

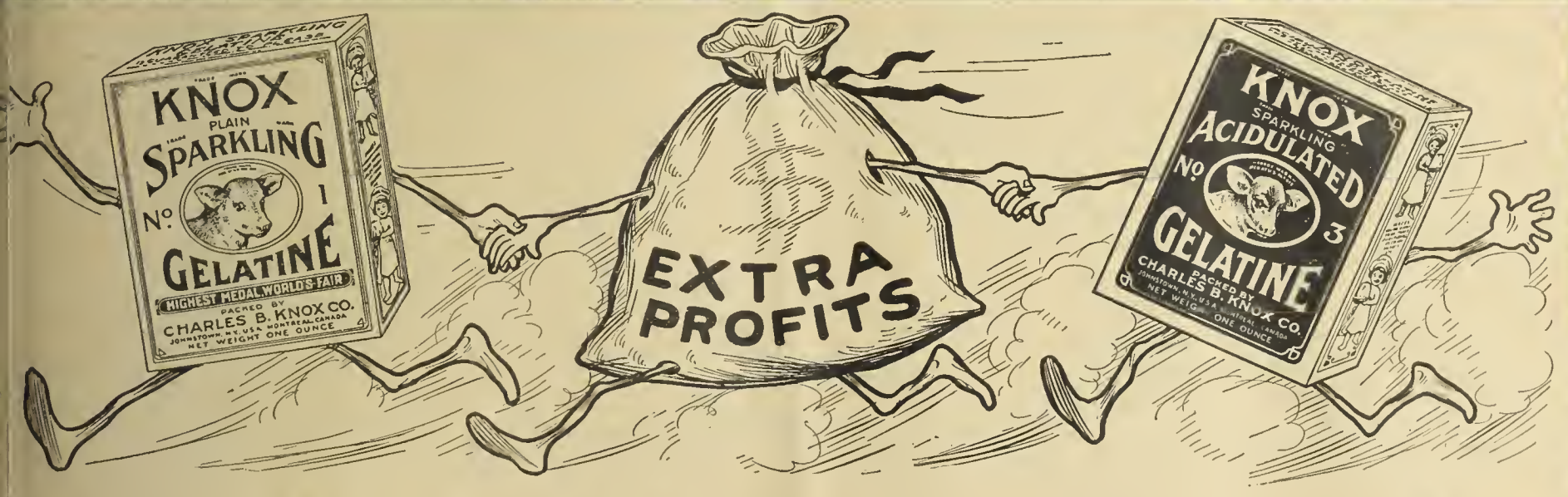
The merchant who would prosper most nowadays gets posted on motor truck efficiency. The firm that doggedly sticks to the old four-hoof hay-motor methods of hauling and delivery, gradually lags behind the alert competitor. This has happened in many places. Before it happens to you stop and reflect.

Write to us for a lot of sound information, facts, figures, records, etc., that will post you on **International Motor Truck** service. The International has passed all others in sales and popularity. That is no vague statement—the figures prove what we say. In over 200 lines of business the International is replacing horses.

International Motor Trucks will do more for you than horses and wagons can. When you are posted you will choose one of the following—Model MA, 1000-pound capacity, $600; Model M, 1000-pound capacity, $710; Model E, 1500-pound capacity, $950; or Model F, 2000-pound capacity, $1500. Prices, cash f. o. b. Akron, Ohio. Write to the

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)

105 Harvester Building **CHICAGO U S A**



KNOX GELATINE Brings Extra Profits to You

Knox Gelatine sells faster than any other gelatine because of our advertising, which has taught your customers how good it is. We publish helpful recipes in our magazine advertising—to make women *want* it and show them *how to prepare it.*

The handsome profits that go hand in hand with KNOX GELATINE are yours when you display it on your shelves.

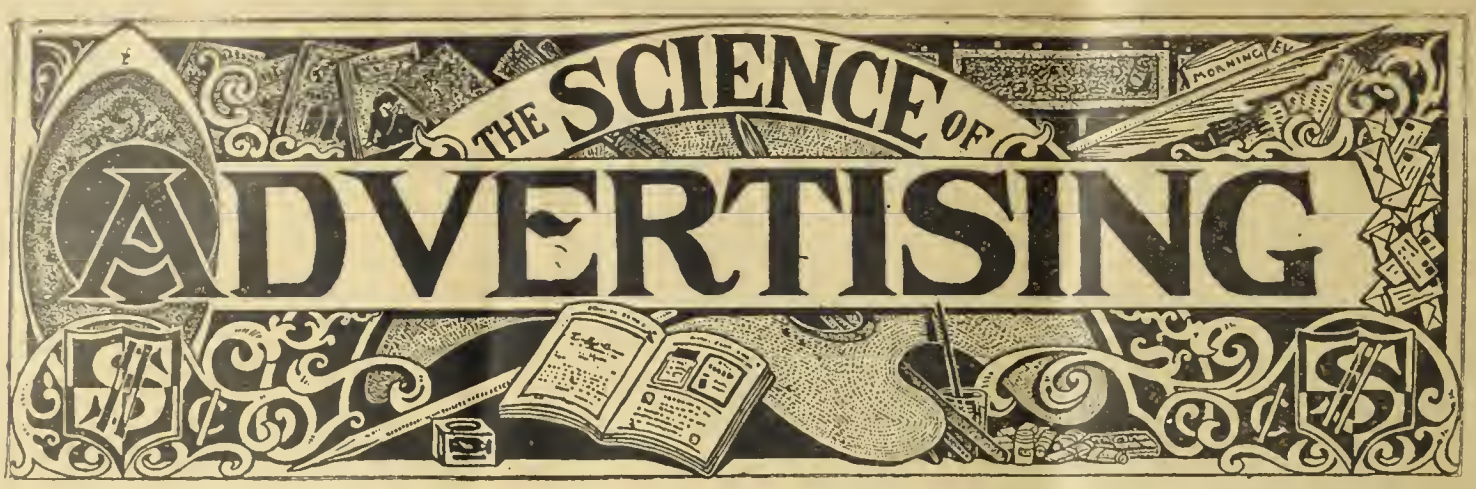
You can always please the hardest customers, and hold the newest customers by selling them KNOX GELATINE.

Our new 1916 recipe book is ready. Would like to send you a copy, and if you will send us a list of your best customers we will mail them a copy with your compliments.

"THE BIGGEST SELLING GELATINE IN THE UNITED STATES"

New, attractive display advertising matter that is sure to increase sales will be furnished free on request. Write us

CHARLES B. KNOX COMPANY, Inc. : Johnstown, New York



Saint Clair, Pa., Jan. 24, 1916.
Editor "Science of Advertising."

Dear Sir:—Please find inclosed three of my circulars. Use any of them you wish and criticize on them.

Yours truly,
W. R. Mason.

P. S.—We do all our own printing, circulars, billheads, letterheads, envelopes, etc. Commenced with a hand press, now have a foot-power press. I have a hand press for sale, good as new, for $3.50; cheap.

The circulars enclosed measures 6 x 9½ inches and were printed on very poor paper. I should buck up a little on the paper, if I were Mr. Mason. It is impossible to make advertising look otherwise than cheap when it is printed on paper like this. I am reproducing the best of the circulars reduced in size about one-third:—

MASON'S HOLIDAY SPECIALS.
We Give Premium Tickets & S. & H. Green Trading Stamps. Bring your Tickets here for Nuts & Candy.
MINCE MEAT BEST QUALITY 12c lb
CHOICE MINCE MEAT 10C LB
Sweet, Juicy ORANGES 20c & 25c doz
FINE EGGS doz 30c
Every Egg Guaranteed.
CREAM CHEESE POUND 20c
TUB CREAMERY BUTTER lb 35c
A high-grade BUTTER, equal to Butter sold in many stores at much higher prices.
PURE LARD POUND 12c
Fat Norway Mackerel, each 13c
Smaller sizes Norway Mackerel, 4, 8, 10 & 12c
Plum Pudding CAN 25c
Best Seeded Raisins 10c pkg
15c SEEDLESS RAISINS 11 & 13c pkg
25c Can Crisco FOR Shortening 23c
Choice Corn or Peas CAN 7c
18c Table Peaches, CAN 12c
Choice Evap. Peaches lb 5c
Fancy Olives, BOT 10, 15, 20c
Soft Shell Walnuts POUND 18c
Soft Shell Almonds lb 20c
Brazil Nuts lb 13c
Hazel Nuts lb 15c
Mixed Nuts lb 15c
Animal Nic Nacs POUND 10c
CITRON 1-2 lb 9c
Lemon or Orange Peel 1-2 lb 8c
Cal. Prunes lb 9, 10, 12c
Tomatoes can 5, 7, 9, 10c
HEINZ Sweet Pickles, doz 6c 5 doz for 25c
SOUR PICKLES, doz 12c
APPLES pk 30c
DATES lb 9c
FIGS lb 10c
BOUQUET COFFEE LB 20c
BOUQUET TEA LB 29c
Columbus
Columbus Butterine is the Best made. Fine Silver Spoons & Butter Knives given for the Trade Marks.
Per lb. 25c., 5 lbs. for $1.15.
GOOD BUTTERINE, per pound, 18 CENTS, 5 POUNDS for 85 CENTS.
W. R. MASON, THE CASH GROCER, 113 E. CARROLL ST., ST. CLAIR, PA

I believe Mr. Mason can improve his advertising in every way. He has got too many things on his sheet, for one thing, and to get them all on, has had to crowd. His circular has too much heavy type on it. Another fault, I think, is that nowhere on the circular is there one word said in commendation of any of the goods. He has given simply the name of the article advertised and the price. Once or twice there is an adjective, but the advertisement is quite lacking in punch, as it seems to me. The thing that gives punch to advertising is usually commendatory description of merchandise. Sometimes price will give it, and the greatest punch comes from attractive description *plus* attractive price. Mr. Mason may have the attractive price, but he has nothing else, and in some cases I believe that the prices he has quoted will not be especially attractive, standing by themselves. As for instance, "tomatoes, can 5, 7, 9, 12 cents." A quotation like that really doesn't mean a thing. It has no persuasiveness, no attractiveness, no lure. I have never known such advertising to get any traceable results.

* * *

I suggest that from a quarter to a half of these articles should have been left off, and the space thus gained be used to loosen the type up, and to give some attention to the goods.

* * *

Mr. Mason sends a couple more circulars, and they are all open to the same criticism, in my judgment—there is nothing on them but names and prices. I don't know what results he is getting from his advertising, but feel sure he can get better results if he will try to persuade his customers a little more.

—

Note.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The Pittsburgh Grocers' Association admitted 62 new members at its meeting held on February 7th. The next meeting will be held at Motor Square Garden on February 23d. The Food Show opens February 19th and closes on February 26th.

* * *

Lamokin business men, members of the Rotary Club, gave a luncheon at the Hotel Graemer on February 10th. Harry Lauder and his band of players were the guests of honor.

* * *

Mr. Smedley addressed the grocers of the East End, Pittsburgh, on February 7th. There was a large attendance and much interest. The meeting was held at the rooms of the East End Grocery Co.; president Ross presided. After the meeting lunch was served a social hour enjoyed. The grocer the East End are fine fellows and business men. They are stockholde the grocery company, which does a and constantly growing business. ager Gittenboth is in charge.

* * *

Mr. Smedley was the guest of Butler Business Men's Associatio February 8th, the occasion being th nual meeting and luncheon of the ganization. Officers were elected aggressive plans made for the new

The association held its first "D Day" sale on February 9th and ha ranged for a "Pay-Up Week." "Booster Week" is being arranged President Worre and Secretary W are determined that this shall be a year.

* * *

Mr. Smedley addressed the chants' Association of Trevorton o evening of February 10th. The att ance was good. This is a live, w awake association. The members as a unit for the good of the t President Cooper and Secretary D are loyally supported by every men

* * *

Pittsburgh entertained two big ventions last week, the Atlantic board Hardware Association and Pennsylvania Retail Lumber De Both conventions were well attend

* * *

The Retail Grocers' Associatio Reading will banquet on February

* * *

Mr. Smedley will spend the co week at Pittsburgh, speaking at mass meeting of grocers at the Show, Vandergrift and Freeport.

* * *

The Pittsburgh Retail Grocers' fective Union is seeking the enfo ment of the Sunday closing law the act regulating hawking and ing.

* * *

The Oakmont and Verona Ass tion will hold a "Pay-Up Week."

* * *

The Kittanning Association has instrumental in securing a new indu the business men raising $15,000 for purpose in seven days.

The War Has Its Inevitable Effec Sweden's Grocery Prices.

It is not surprising that the war world trade conditions greatly incre the cost of living in a country Sweden, whose imports of foods are relatively large, but the abno increase in the price of domestic products and other necessaries of was not anticipated, nor is it du supply and demand alone, but in a l measure to speculation and profit ta The rates of increase in the price various food products in the Kin of Sweden, during the year revie were: Eggs and margarine, 32 per c bread, flour, rice and granulated f 30 per cent.; meat and pork, 33 cent.; other food products an ave of 21 per cent.

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

TO THE TRADE—No. 1

SUPERIOR product plus extensive consumer advertising, both national and local, of Clicquot Club Ginger Ale have established ready acceptance for this line on the part of the grocer's customers.

THE PRODUCT. Clicquot Club Ginger Ale is neither an accident nor an imitation. It is the particular blend which experience has shown will best please 94 palates out of 100—and which will most satisfactorily quench 94 thirsts out of 100.

Clicquot Club Ginger Ale is made in a thoroughly sanitary factory, with the finest of modern machinery, from the purest and choicest ingredients which money can buy. Our volume of production is so immense, and our warehouse facilities so great, that we can give the ginger ale proper time to "age." This process alone requires the tying up of a large amount of capital for considerable periods, but it makes a better product.

The above is one reason, and there are many others, why the Clicquot Club line is the best one for you to build your non-alcoholic drink business on.

THE CLICQUOT CLUB COMPANY, MILLIS, MASS.

FINE GRANULATED SUGAR FOR GENERAL USE
FRANKLIN GRANULATED SUGAR
Standard of Purity
THE FRANKLIN SUGAR REFINING CO
DAINTY LUMPS FOR TEA-COFFEE-COCOA
FRANKLIN DAINTY LUMPS SUGAR
POWDERED, OR PULVERIZED SUGAR FOR CAKES & PASTRY
FRANKLIN POWDERED SUGAR
CONFECTIONERS SUGAR FOR ICING CAKES
FRANKLIN CONFECTIONERS SUGAR

A Franklin Carton Sugar for Every Purpose

Franklin Fine Granulated Sugar for preserving and general use; Franklin Dainty Lumps (Small Cubes) for sweetening Tea, Coffee and Cocoa at the table; Franklin Powdered or Pulverized Sugar for dusting over Pies, Berries, etc., Franklin Confectioners' XXXX Sugar for icing cakes—there's a Franklin Sugar in a neat, tightly sealed, ready-to-sell carton for every want of your customers. This complete line of sugars saves your time because there's nothing to do but reach the carton down off the shelf and hand it to the customer as if it was a can of soup—and you can depend on it pleasing your customers because FRANKLIN CARTON SUGAR is made from SUGAR CANE, by the most modern refining process, and the FULL WEIGHT is guaranteed by us.

Original containers hold 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

Advertising Will Increase Consumption of Canned Tomatoes

So Says President Kerr of Baltimore Canned Goods Exchange. But Only if Goods Are Worthy. Believes Proper Advertising of Proper Goods Would Increase Consumption to 20,000,000 Cases.

Never doubting the tremendous force of rightly conceived and rightly directed publicity, I find it easy to give assent to a scheme of co-operative advertising that would have for its purpose the exploitation of the American tomato, both in domestic and foreign markets. And I make bold to say that with precisely the right influence operating we should be able to secure to canned tomatoes a meed of popular attention that would extend beyond our most extravagant hopes. I find it easy to say, as doubtless you do, that in spite of the impressive total of our annual output of tomatoes that we have scarce more than scratched the surface of the mine of opportunity that lies easy of access.

Over-production is the hobgoblin that has affrighted us. We have become so charmed with the idea of over-production that it has not occurred to us to search for still other causes to explain our periodic depressions. Who has thought to put the blame on under-consumption?

And yet, it is under-consumption, regular and sustained, rather than periodic under-consumption that explains why it is a large pack of tomatoes comes to us bearing an oppressive burden. The antidote for over-production is increased consumption, and increased consumption is to be the result of only one steadily operating influence—advertising. I am willing to venture the opinion that within a comparatively short period of time, as the result of a scheme of wisely directed advertising, it would be quite possible to increase the distribution of canned tomatoes to full twenty millions of cases without the very slightest disturbing effect upon the stability of the market.

Had the real import of the advertising which all packers do on their canned goods labels been recognized thirty years ago we should to-day have little reason to regard a pack of 15,000,000 of tomatoes with the disturbing fears which now possess us before such a prospect. Indeed the canner has done much advertising and candor compels the admission that he has done much that was especially wicked in its results for him. One could scarcely pay a more eloquent tribute to the potency of advertising than to point attention to its singularly perverse operations in the activities of the canners who in the ordinary sense have done no advertising whatever.

But advertising will give approval only to "high grade canned foods." Go to advertising for support only when you find yourselves in position to yield to her inexorable demands. Not until your house is in order, however, may you hope to have advertising to claim it as a permanent abiding place.

Let the prospective advertiser be reminded of the stern duty which any compact with advertising imposes and let him be forewarned of the futility of advertising unless he gives to its support the one thing needful to the attainment of complete success—quality. The tomato canner, whether individually or co-operatively, may invade the field of advertising with every hope of dreams come true if the message which he shall send to a waiting public shall be contained in a tin of tomatoes whose superb quality shall realize for the purchaser the pleasure which it was the funtcion of advertising to suggest.

EDWARD A. KERR,
President Baltimore Canned Goods Exchange.

Baltimore, Md.,
February 16, 1916.

Making Money by Featuring Eggs.

What are the opportunities that the average grocer has overlooked? What has he left undone which, if properly carried on, would without a doubt have made his store the leader in his community?

One example we believe will prove sufficient. He might have selected one item or one line of goods and made it of such a high quality and the service in connection with it so satisfactory that the trade would have come to his store rather than to his competitors for it. In other words, it would be his leader—he would feature it continually, for it he can educate the trade to the point of coming to his store, for even one item he will find he will receive the bulk of their grocery business.

The most resultful line we can suggest is eggs. Every grocer handles eggs, to be sure, but not every grocer is realizing the wonderful opportunities that eggs offer for profit in the handling, or as a leader in drawing to the store new customers. There is no line the grocer handles that Mrs. Housewife is so particular about as eggs. She will go blocks out of her way to get eggs that she knows for a certainty are strictly fresh and will be delivered to her home absolutely without breakage. And not only that, but there is a handsome profit in eggs if properly handled.

You will find that the grocer who features eggs does so in his advertising, in his talks to customers and his displays. He places an iron-bound guarantee first on the quality, and secondly, against breakage, and by the way, he has provided himself with suitable equipment for the safe delivery of the eggs to the customer's home.

Instead of buying eggs as some grocers do, already graded and put up, he buys bulk eggs direct from the farmer, grades them himself according to size, gets the regular price for the smaller ones and from 5 to 10 cents additional for the larger sizes.

Since about two-thirds of the eggs in the 30-dozen cases are large, his added profit is approximately $1 on each case. Each grade is given a name and his trade soon come to realize the exceptionally high quality of his particular brand. But unlike the grocer who handles the common brands put up by wholesalers, he finds that the trade m come to his store for his brands t cannot be bought elsewhere. Custom tell their neighbors of the excell quality of the eggs that Smith hand and new names are being added cont ually to his list.

New customers, satisfied old custc ers, a materially increased profit fr his egg department, simply because has applied a system of egg handl to his egg department that enables h to guarantee them, not only as to qu ity, but as proof against breakage delivery.

It is a simple experiment, isn't Every grocer handles eggs. The inve ment necessary to try it out amounts very little and the fact that thousa of grocers are featuring eggs succe fully and profitably makes it almos surety that other grocers can do same.

Try this simple experiment of fe uring eggs as a leader. Establish a s tem of egg handling in your store t will eliminate lost time and effort, well as prevent breakage and enable y to give better service to your custom than is to be had elsewhere. Carr out in this way you will find that trade will come to your store not o for eggs, but for other goods as w and this way you will find eggs business building and profit produc line that so many of your brother g cers have found them to be.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. CRITCHLOW, Prospect, Pa.

—

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS,
Prattsburgh, N. Y.

—

Offer No. 104.

We offer: Lipton's Tea, Stollwerck's Cocoa and Chocolate at a bargain price.

300 pounds Lipton's Tea at list prices, less 10 per cent., Yellow Label, Red Label, Pink Label, Olive Label, ½-pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less per cent., ⅛s, ½s and 1-pound ti Chocolate, ¼ and ½-pound packages.
THE CUPP GROCERY CO.,
Johnstown, Pa

—

Offer No. 107.

We offer the following:—

Special lot 100 cases Ohio E. J. Pe 70 cents doz.

15 cases No. 3 Apples, 70 cents doz

20 cases No. 3 N. Y. State Egg Plu 90 cents doz.

10 cases No. 3 Pie Peaches, 75 ce doz.

20 cases No. 3 California Aprico $1.25 doz.

15 cases No. 3 California Sli Peaches, $1.35 doz.

3 boxes ¼s Crafts Cocia, 26 cents

12 cases No. 1 California Aprico 85 cents doz.

80 cases No. 2 Red Cherries, 90 ce doz.

F. o. b. Harrisburg.
WITMAN BROS.,
Harrisburg, Pa

Important Notice to those Advertis in the Exchange Department.

If the goods advertised do not mo after four weeks, will the owner kin notify us, so that the offer may be c continued? We desire to keep the d partment as clean and fresh as possil and if goods don't move in four wee they will probably not move at all.

Why We Deserve Your Fruit Business

We are a substantial and reliable house; we were founded in 1861. We are not egotistical when we say reliable, because none but a reliable house could last that long.

We have had an extraordinary experience in the fruit, vegetable and nut business, and we know the markets like we know our own homes. We are not egotistical, either, when we say we know how to buy fruits, vegetables and nuts.

And we know how to sell them, too. We have learned in that half century of experience that the way to sell goods is so your customer will come back because he prefers to. We will treat you squarely and generously, for that is the only way we can hold you.

Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per S. H. bbl..... 3 50
Medium Red, per S. H. bbl.... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$8 00– $9 00
Regular Jersey, good color, long keepers, per bbl. 6 00– 7 00
Regular Jersey, good color, long keepers, per crate 1 75– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $3 75
Extra Fancy, 360s, very fine, per box 3 75

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$3 50
150s, per box 3 50
176s, 200s, 216s, per box..... 3 50

Extra Fancy Florida Oranges.

126s, per box $2 65
150s, per box 2 75
176s, 200s, 216s, per box..... 3 00

Extra Fancy Florida Grapefruit.

36s, per box $2 50
46s, per box 2 75
54s, per box 3 00
64s, per box 3 25
80s, per box 3 25

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag, 5 65

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$10 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in addition to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—Grocers' tea and coffee man to handle my line of store goods on commission. H. F. Heacock, 1 Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

STORES.

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake oven; weekly sales are from $120 to $150. Write, if interested, to John S. Burns, Locke, N. Y. 11

FOR SALE.—First-class dry goods and grocery store, doing a business of $3,800 per month (forty-eight hundred) a month. Reason for selling is sickness. Apply to John Fowler, Box 235, Frackville, Pa. 8

FOR SALE.—Grocery, meat market and bakery, one of the best locations in the city, doing a nice business; reason for selling, business in another State requiring all of our attention. Will require an investment of about $4,000 to $5,000. Please do not take our time unless you mean business. Address H. Lee, 212 Pennsylvania Ave., Meadville, Pa. 12

FOR SALE.—Grocery store, with or without building. Well established for the last 10 years in the best shopping district on Fifth avenue, Brooklyn, N. Y.; guaranteed to make a good living and more to save money; would do more rent by taking in a full line of delicatessen. Will sell stock and fixtures at inventory, and no charge for good will. Will sell reasonable to good buyer. Apply to Peck's Advertising Agency, 324 Ninth St., Brooklyn, N. Y. 11

FOR SALE.—Corner store, grocery and delicatessen, good location, West Philadelphia; $400 weekly business, all cash; latest fixtures, including coffee roaster and mill, cash register, Royal electric slicing machine (cost $275), etc. Will sacrifice stock and fixtures for $2,300. Store property rents for $55 monthly. Address C. M. L., care Grocery World Publication Co., 927 Arch St., Philadelphia. 10

FOR SALE.—General store, stock and fixtures, with dwelling; 45 minutes from Philadelphia, in Montgomery County, Pa.; electricity and gas, bath, hot and cold water; reason for selling, wishing to retire. Address K. I., care Grocery World Publication Co., 927 Arch St., Philadelphia. 8

FIXTURES.

FOR SALE.—Stock and grocery fixtures for sale; cheap to quick buyer. Address J. LeBrun, 273 Main St., Slatington, Pa. 11

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Women discovered

that **Fels-Naptha** soap (when used according to directions) was really a convenient, new work-saver for the modern house. That beginning of its popularity has ever been strictly maintained, by *quality*—always *uniform* high quality.

Fels & Co.

PHILADELPHIA

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY. FEBRUARY 21, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Cakes and Crackers
Flour
Fresh Fish
Breakfast Bacon
Lard and Compound, Swift's
Squabs

DECLINES.

Eggs
Beans
Hams

—1—

SUGAR.

	Barrels.
Cut Loaf	7.05
Eagle Tablets	7.55
Crystal Dominoes, 24 5-lb. pkgs	8.65
" 60 2-lb. pkgs	9.15
Patent Cubes	6.50
Confectioners' Lozenge	6.30
Powdered	6.25
Fruit Powdered	6.15
Dessert and Table, 2-lb. cartons, 48 lbs.	6.45
Granulated, fine or standard, McCahan	6.15
" " Franklin	6.20
" extra fine, bbls.	6.15
" " 2-lb. bags	6.45
" " 5-lb. bags	6.35
" " 10-lb. bags	6.30
" " 25-lb. bags	6.30
" " 100-lb. bags	6.15
" coarse	6.25
Confectioners' Crystal A	6.15
A Confectioners'	6.05
A No. 1	5.90
A No. 2	5.85
Franklin B	5.70
Extra C	5.45
C	5.30

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.25 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼-lb. tins, in 20-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., For mosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.47	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10 2-oz tins per doz			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3 lb tins per tin			1 55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ½ gross	5.40
Blackola, 10c size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.78
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.22¾
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.10¾
Rio, prime	.09¾

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.27½
Java, fancy, 50-lb. lots	.27¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Carcacas, extra fancy, washed	20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	15
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.13¼
Rio, prime	.11¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4 05
Tomson-Hummels, tin, ½ gross per gross	2.60
" Imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 00
French Laundry, large, ½ gross bbl. per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Pe
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	25-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.32-
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	.31-
White Rock	

CANDLES.

	Pe
P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

Mason's—	Per
Half gallons	
Quarts	
Pints	4
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 2 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Pe
Lightniog, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz. per doz	

CATSUP.

Snider's—	Per
16 oz., 2 doz	2
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	2
½ pints	1

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	2
Medium, 25 bottles	4
Large, 12 bottles	3

—5—

CANNED GOODS.

Beans—	
r's	.95
M., No. 2	.95
bell's, 16 oz., tomato sauce or Boston	
le per case	1.90
r's, No. 2	1.40
Camp's, No. 2	1.40
shank's, No. 2	1.35
z's, No 2	1.40
s Head, No. 3	1.25
ry, No. 1	.55
oes—	
dard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.15
Beans—	
dard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
y, small, No. 2	1.50
Beans—	
dard, New York, No. 2	1.10
a fancy, New York. No. 2	2.00
y, New York, No. 2	1.50
dard, Maryland, No. 2	.50
idney Beans—	
dard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	.95
dard, New York, No. 2	.90
cy, New York, No. 2	1.00
dard, Maryland, No. 2	.75
" Maine, No. 2	1.25
cy, Maine, No. 2	1.25
Peg, No. 2	.85
ge grain, No. 2	.75
dard, New York, No. 2	1.15
d, New York, No. 2	1.50
a sifted, New York, No. 2	2.00
dard, Southern, No. 2	.75
d, Southern, No. 2	1.00
a sifted, Southern, No. 2	1.40
dard, Indiana, No. 2	.75
d, Indiana, No. 2	1.00
a sifted, Indiana, No. 2	1.40
dard, Wisconsin, No. 2	1.10
d, Wisconsin, No. 2	1.40
a sifted, Wisconsin, No. 2	2.00
dard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ash—	
dard, New York, No. 2	1.00
cy, New York, No. 2	1.25
dard, Maryland, No. 2	.90
cy, Michigan, No. 2	1.20
agus—	
ll, No. 2½	2.00
lium, No. 2½	2.20
ge, No. 2½	2.50
s, No. 1	2.25
kins—	
dard, New York, No. 3	1.00
" New Jersey, No. 3	.85
ch—	
dard, Maryland, No. 3	.95
Krout—	
dard, New York, No. 3	.80
" Maryland, No. 3	.75

California Canned Fruit.

ots—	
ra, No. 3	2.75
" No. 2½	2.10
ra Standard, No. 2½	1.75
ndard, No. 2½	1.50
tt Pears—	
ra, No. 3	.....
" No. 2½	2.50
ra Standard, No. 2½	2.30
ndard, No. 2½	2.15
Cherries—	
ra, No. 3	.....
" No. 2½	2.90
ra Standard, No. 2½	2.50
ndard, No. 2½	2.25
es, Lemon Cling, Sliced—	
ra, No. 3	2.95
" No. 2½	2.00
ra Standard, No. 2½	1.75
ndard, No. 2½	1.50
es, Lemon Cling—	
ra, No. 3	2.95
" No. 2½	2.00
ra Standard, No. 2½	1.75
ndard, No. 2½	1.45
es, Yellow Crawford—	
ra, No. 3	2.80
" No. 2½	2.00
ra Standard, No. 2½	1.70
ndard, No. 2½	1.40

Eastern Canned Fruits.

s—	
w York State, No. 3	.90
" " No. 10	2.75
berries—	
syrup, No. 2	1.35
water, No. 2	.....
ries—	
ite Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
es—	
ble, No. 3	1.35
conds, No. 3	1.15
, No. 3	.85
—	
rtlett, Extra Standard, No. 2½	2.00
lifer, syrup, No. 3	.....
" water, No. 3	.....
s—	
avy syrup, No. 2½	1.25
ht syrup, No. 2½	1.00
berries—	
ine, in water, No. 2	1.40
berries—	
tra preserved, No. 2	1.80
served, No. 2	1.60
water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	14.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	18.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1. wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	20.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Devilled—	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 27.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

	Per doz.
The Franco-American Food Co.—	
Readymaid Concentrated Soups—	
Eleven varieties, 10½ oz., 4 doz	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.60

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.60

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.32
½-lb. tins, 6-lb. boxes	.31
1-lb. tins, 6-lb boxes	.30
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ¼-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. In box	per box	1.65
Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box		1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in ease, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.3

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. In box	.18½	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 22-lb. boxes, 12 boxes in case	.30

Bensdorp's Turlnos— Per tin

5 lbs. in box, 20 boxes In case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
½ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.25

Continental Paper Bags—
Net price per 1,000—500 In a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.31	¼ lb	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86½	16 "	2.17½
20 "	3.21	20 "	2.43¾
25 "	3.56½	25 "	2.69

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams In bundle	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.62
9x12, "	.72
18x24, 50-lb. bnndles of about 1200 sheets, per lb.	.10½

Toilet— Per case

Extra quallty, 100 rolls	6.00
Good " 300 "	5.25

Butter, Wax— Per pkg.

9x12, about 480 sheets	.14½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.33	.26
½ "	10M	.39	.31
1 "	8M	.54	.41
2 "	6M	.68	.54
3 "	5M	.83	.63
4 "	4M	1.01	.79
5 "	3M	1.14	.87
6 "	3M	1.39	1.07
8 "	2M	1.60	1.21
10 "	2M	1.80	1.41
12 "	2M	2.10	1.73
14 "	1M	2.68	2.18
16 "	1M	2.88	2.33
20 "	1M	3.23	2.63
25 "	1M	3.53	2.90

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 2, Manilla light weight— Per lb.

12 in. rolls	.02½
15 "	.02½
18 "	.02½
20 "	.02½
24 "	.02¼

—10—

Silk Fibre, No. 1—

9 In. rolls	.03⅛
12 "	.03⅛
15 "	.03⅛
18 "	.03⅛
20 "	.03⅛
24 "	.03⅛
30 "	.03⅛

Paper Towels—

25 rolls, 150 towels each, with holder and basket	per case	4.00
25 roll lots	"	3.00

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 dos	1.95
" tall	3.75
" hotel size	4.00
" confectionere' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.75
Gold (Tall)	3.75
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes
Assorted Jumbles	.10
Cocoanut Ripple	.12
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09⅛
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

—11—

Weln Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz.	"	.46
" with horseradish, 2 doz.	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf, 37	less	.38
Sap Sago, 3 to lb	cask, per lb.	.....
" " less than cask,	"	.22
Roquefort	12 in case, "	.....
" less than case,	"	.48
Parmesan, about 30 lbs	loaf, "	.....
" less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	.....
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.75
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per doz.	.....
American Swiss, No. 1	loaf	.27½
" " less than loaf		.29
" square loaves, No. 1, about 25 lbs. each	per lb.	.23
Limburger, No. 2	box and ½ box	.18½
" " less than ½ box		.20
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 2	"	18-.20
English Dairy	"	.22½
Pineapple, picnic size, 6 In box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquelort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 2 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	2.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	.....
Weiner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, imported, marked weight, per lb.		.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.28½	.30
" (Diamond S.)	.27½	.29
" Peutonic	.24	.25
" Gothaer	.32	.33
Salami (Circle S.)	.28½	.....
" (Diamond S.)	.27½	.....
" (G. A. P.)	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.18
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	2.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	2.00
Lebanon Beel Bologna	per lb.	.20-.22
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls	1.05
" 5-gal. kegs	2.25
Russian Sardines	.....
" 5-lb. palls	.75
" 10-lb. palls	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, lulls, bbls		.....
" " ½ bbls		15.50
Milkers, " bbls		.....
" " ½ bbls		.....

—12—

Marinirte Herring, Imported, about 40 In pail		2.7
Roll Herring, imported, about 25 in pail		...
Spiced Herring, Imported, about 40 in pail		...
Norway Stockfish, dry	per lb.	.1
Matjes Herring	piece	...

Bismarck Herring.

Round tins, with key, plnt	per doz.	2 6
" " quart	per tin	.4
" " 2 quarts		.7
" " 4 quarts		1.2
Roll Mops, 4-quart tin		1.3
" 2-quart tin		.7
" quart tin		.....
Kruger's Roll and Brat Haring, oval tins, doz.		.....

Russian Sardines.

Imported, Wallkoff brand	per keg	.....
" 5-lb. pails	per pail	.....
" 10-lb. pails	"	.....
Cut Spiced, 10-lb. pails	"	1.4
" 5-gal. keg	per keg	.....
Russian, in glass jars	per doz.	.....

Norway Anchovies.

Fancy, keg		.....
" ½ keg		.....
" ¼ keg		.....
" ⅛ keg	per doz.	3.0
Original package	per ⅛ bbl.	.....
Repacked, 5-lb. pails	per pail	.....
" 10-lb. pails	"	.....
" 5-gal. kegs	per keg	.....
" ½-lb. flat tins	per doz.	.....
" ½-lb. tall tins	"	.....
" 1-lb. tall tins	"	2 1

Salt Sardellen.

Original packages, 1902	per anker	.....
Repacked, kegs, about 8 lbs	per keg	3.2
" pint jars	per doz.	5 2
" large tumblers	"	.....
" small tumblers	"	2 0

Russian Caviar.

1-lb. tins	per doz.	.....
½-lb. tins	"	.....
¼-lb. tins	"	.....
⅛-lb. tins	"	.....

German Dill Pickles—Regular Siz

60-gal. casks, about 2000	per cask	.....
50-gal. bbls., about 1200	per bbl.	9.5
15-gal. kegs, about 500	per 100	.8
10-gal. kegs, about 300	"	.8
5-gal. kegs, about 150	"	.8
10-lb. pails, about 50	per pail	.7

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	.....

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	.....
48-gal. bbls	per bbl.	6.00
10-gal. kegs	per keg	2.00
5-gal. kegs	"	1.25
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	.....
Spitzkugein	"	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle	.....
Basler Lebkuchen, No. 1, 6 in pkg.,	"	.....
" No. 2, 6 in pkg.,	"	.....
" No. 3, 6 In pkg.,	"	.....
Amandines, 9-lb. tins	per tin	.....
" small tins	"	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg		2.50
" " 10-gal. keg		4.50

Sundries.

German Egg Potatoes, bags 112 lbs	per bag	...
Green Kern	per lb.	.33
Potato Flour	"	.0
German Dried Pears	"	...
Dried Mushrooms	"	.....
Juniper Berries	"	.01
St. John's Bread	"	...
Bay Leaves	"	.01

COTTOLENE.

Cases, small, medium or large cans		7.20
Tierces, about 350 lbs		.1
½ bbls., about 180 lbs		.1
Tubs, about 65 lbs		.1

CHEESE.

New York, full cream, fancy, old, 40 lbs		...
" " choice, new, 35 lbs		.1
Picnics, full cream, fancy, new, 20 lbs.		...
Swiss, domestic, about 30-lb. blocks		...
" about 70-lb. loaves		...
McLaren's, medium, 2 doz	per doz.	1.35
" Club, 2 doz	"	1.00
Red Edam	each	1 6
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimento, 1 doz	"	1.42

EGGS.

	Per do
Nearby, candled and selected, 30 dos	...
Western, selected	...
Milhen Farm	...
Awltru, packed In cartons	.20

—13—

FANCY GROCERIES.

Staple Paste, 5-lb. cans	per lb.	.33
ies, in oil, 6 ring bottle	per doz.	5.00
" 3 ring bottle	"	3.25
Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ¾ size	"	2.25
" ½ size	"	2.00
" ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
s in Maraschino, glass, 1 doz	"	7.00
howder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Powder, pints	"	3.60
" 4 oz	"	2.40
" 2 oz	"	1.40
Peas, extra fins	per case	21.00
n's Irish Oatmeal—		
cans	per doz.	3.00
cans	per tin	.65
cans	"	1.65
y & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
pper, ring, pints	per doz.	1.25
" ½ pints	"	.60
one jars, 4 doz		1.75
re Marquett Mushrooms—		
choice	per case	32.00
e, 100 tins	"	30.00
l, 100 tins	"	28.00
s, ½	per tin	.20
⅛	"	.35
¼	"	.60
½	"	1.25
s, pickled, small size		1.10
Dunbar's, 2 doz	per doz.	2.75
Cordial, Bishop's, 1 doz	"	6.50
ized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
ulce, Rose's	"	4.50
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
anco-American Food Co.—		Per doz
is for invalids, all kinds, ½ pints, 4 doz.		1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—		
iu, 100 cubes		1.70
50 cubes		.90
loz. tins, 12 cubes each		2.75
Clam Bouillon—		
bottles, 1 doz		2.00
bottles, 1 doz		3.75
Tomato Bouillon—		Per doz.
bottles		6.00
t bottles		9.00
n jugs	each	2.75
s Oxo Cubes—		
, 10c. size	per doz.	.85
s, 25c. size	"	2.00
s, 100 cubes	per 100	1.65
r's Beef, Clam and Chicken Cubes—		
l boxes, 12 cubes, 1 doz		2.50
um boxes, 50 cubes	per tin	.90
e boxes, 100 cubes	"	1.70
r's Concentrated Bouillon—		
size 2, 1 doz		3.50
4, 1 doz		6.75
8, 1 doz		13.00
16, ½ doz		25.00
r's Tomato Bouillon—		
es, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
y jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

	Per doz,
r's Solid Extract of Beef—	
size 2, 1 doz	4.45
4, 1 doz	8.20
8, 1 doz	15.90
16, ½ doz	29.75
r's Fluid Beef Extract—	
es, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
ta	7.55
ldas	8.00
fedal	7.75
rne	7.65
p	7.90
ry's Best	7.55
Idem	6.80
f the West	6.65
m	6.55
Vell	7.55
	7.25
al	6.85
White	7.80
r's Best	7.35
Imperial	7.30

Prepared Flours.

a Prepared Doughnut, Cake, Ginger-	
ad and Tea Biscuit Flour—	Per case
. 14-oz	1.44
. 28-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

's Buckwheat, medium, 12s	1.48
Flap Jack Flour, 18s	1.45
lorry Buckwheat, 36 2s	2.60
Pancake, 36 2s	2.60
18 pkgs	1.55
emima Buckwheat, 36s	2.60
Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05⅝
New York State Marrows, new, bags about 2½ bushel	5.00
Michigan Pea, new, bags about 2½ bushel	4.15
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.10
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.50
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.05¼
Minute, 3 doz	per case 2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—		
36 pkgs		2.85
60 pkgs		4.75
144 pkgs		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwieback		.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large	per gross 17.25
Small	" 10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free	per gross 11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 3 doz	1.05
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to ease. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to ease. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Med. Irish, No. 2	350-400	27.00	14.10	7.25	1.60
Irish, No. 4	400-450	26.00	13.60	7.00	1.55
Large Cape Shore	100-120	17.00	9.10	4.75	1.10
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	8.00	4.60	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	9.00	5.10	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	1.30

FRESH FISH.

	Per lb.	
Halibut	.12	-.14
Bass Native		-.15
Salmon, fresh	.09	-.12
Eastern Cod		-.12
Croakers		-.06
Large Hake		-.11
Haddock		-.07
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel	.14	-.20
Snappers		-.20
Eels		-.12
Rock Fish	.18	-.25
Lobsters		-.40
Flounders		-.09
Large White Perch		-.12
Sea Bass	.08	-.12
Blue Fish		
Porgies		
Fresh Mackerel	each	-.10
King Fish		
Weak Fish	10	-.16
Butter Fish		-.06
Tile		-.08
Shad, Roe	each	1.90
" Buck	"	.90
Steak Fish ½c. per lb. additional.		

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickett's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7 50 - 9.50
Necks	"	5 00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" [illegible]-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.15
Celery	.37
Poppy	.30
Canary, bags	.08
Rape, bags	.13
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.09
" 25 lbs	.09¼
" 48 pkgs	.09½
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.09
Fancy Muirs, 25 lbs	.07¾
Extra choice Muirs, 25 lbs	.07¼
Extra fancy Muirs, 25 lbs	.08¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.15¾
Plums, pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10¼
Dates—	
Dromedary, 36 pkgs	per case 2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.08¾
Hallowee, 70 lbs	.07½
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs	per box .85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09½
50–60	.08⅝
60–70	.08
California, 25-lb. boxes—	
40– 50	.10
50– 60	
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¼
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.8⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.1[illegible]
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼ lb. pkgs	3.25
24 ½-lb. pkgs	3.[illegible]
12 1-lb. pkgs	2.75
48 ¼-lb pkgs	1.80
24 ½ lb pkgs	1.75
12 1-lb pkgs	1.[illegible]
Durham's—	Per lb
¼ lb. pkgs, 15 lbs	.[illegible]
¼ and ½-lb. pkgs, 10 lbs	.[illegible]
Baker's Premium—	Per [illegible]
120 5c. pkgs	4 40
60 5c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond flint glass, 2 oz	[illegible]
Melleman's, No. [illegible] ottles, 2	[illegible]
Schram's, large [illegible]	[illegible]
Sherbert glass, 2 oz	45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.32½
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	.65
Square, Oriental Red, 2 oz., 1 doz		.40
" Green, Blue or Violet, 2 oz		.40
" Magic Black, 2 oz., 1 doz		.40
" Electro Chemical, 2 oz., 1 doz		.40
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.40 .50	.70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Staudard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	2.00
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.65

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¼
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.[illegible]
Wooden pails, 20, 40 and 68 lbs	.[illegible]¼
Condensed, cartons	3 doz. to case 2.70
" "	6½ doz. to case 5 40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
Armour's—	
Veribest, Concentrated—	Per doz
1 lb. pails, 2 doz	2 40
[illegible] pails, 1 doz	4.[illegible]
Veribest, Mince—	Per case
Quarters, 1 doz	5 50
" 1 doz	2 [illegible]
	Per l
Cumbkin, 1 lbs	1 [illegible]
" 2 lbs	1
" 4 lbs	12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	28.50
½-gal. tins, 10 gal.	27.00
1-gal. tins, 10 gal.	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.00
¼-gal. tins, 10 gal.	26.50
½-gal. tins, 10 gal.	25.00
1-gal. tins, 10 gal.	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¼-oz cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2. 0
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, hales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per
Jumbo	1
Fancy, hand picked	1
Virginia, choice	1
Big Nickel	100 cartons 3

PICKLES.

Sweet—	
16-gal. keg, 2100s	15
10-gal. keg, 1300s	10
5-gal. pail, 650s	5
16-gal. keg, 3600s	1[illegible]
10-gal. keg, 2200s	12
5-gal. pail, 1100s	6
16-gal. keg, 5000s	20
10-gal. keg, 3000s	13
5-gal. pail, 1500s	7
16-gal. keg, 7500s	22
10-gal. keg, 4500s	15
5-gal. pail, 2250s	7
Sweet Mixed—	
16-gal. keg	12
10-gal. keg	8
5-gal. pail	4
Sour and Dill—	
45-gal. hhl., 1800s	17
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6
45-gal. bbl., 2400s	19
32-gal. bbl., 1600s	13
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bbl., 3600s	20
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	3
Chow-Chow—	
16-gal. keg	10
10-gal. keg	6
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	11
10-gal. keg	8
5-gal. pail	4

VINEGAR.

	Pe
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts	per doz. 2
" pints	"
" ½ pints	"
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	2
Jersey Pork, butt	per bbl. 2
" family	" 2
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans...

SCRAPPLE.

	Pe
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	
1 doz. 8-lb. cans	

LARD AND COMPOUNDS.

	Pe
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

re Lard—
50 lbs. net weight ..... per lb. .11½
net ..... " .11¼
tins ..... 6 in crate 7.95
tins ..... 12 in crate 8.03
tins ..... 20 in crate 8.10
nd— Per lb.
s and tubs, about 340 lbs ..... .11⅛
tubs ..... .11¼
tin pails, 60 lbs ..... .09⅜
" 60 lbs ..... .09¾
" 60 lbs ..... .09⅞

DRESSED MEATS.

essed Stock— Per lb.
..... .10 -.14
rs ..... .09 -.13
..... .08 -.11
Calves ..... .14 -.16
Calves .... -.19
erns and Barnyards ..... .10 -.13
ry Dressed ..... .12 -.14
s .... -.16
..... .12 -.14
Wethers .... -.15
s ..... .16 -.17
Lambs .... -.19
.... -.12¼

BUTCHERS' SUNDRIES.

eer Tongues ..... each ..... -.80
ngues .... -.60
ads, scalded ..... .50 -.75
eads, veal ..... per pair .75 -.80
beef ..... per lb. .25 -.30
vers ..... " .25 -.30
dneys ..... per doz. 1.25
vers ..... .10
..... per doz. 1.20
beef ..... per lb. .05
eef 16.00
oin, beef, western ..... .22
ork, loins, city ..... .13
" western ..... .13

DRESSED POULTRY.

s— Per lb.
rn, young hens, 8 to 10 lbs ..... .30 -.33
young toms, 15 to 18 lbs ..... .30 -.33
ens and toms ..... .25 -.27
ion to good ..... .18 -.20
—
delphia, fresh killed, 3 lbs. and
er to pair, fancy ..... 30 -.32
delphia, fresh killed, 3½ to 4 lbs.
air ..... .30 -.32
delphia, fresh killed, 3 to 3½ lbs.
air, fancy ..... .30 -.32

rn, fancy, heavy ..... .20 -.22
y Roasters, 4 to 5 lbs ..... .22 -.24
o good ..... .18 -.21
cks ..... .14 -.15
— Per doz.
, large, fancy 5.50-6.50
l 4.00-5.00
..... 2.00-3.00

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs ..... .20 -.22
springers ..... .19 -.20
..... .19 -.20
s ..... .12 -.13
young ..... .15 -.16
old ..... .14 -.15

ESERVES, JELLIES, JAMS AND MARMALADES.

Per doz.
's, pure ..... .95
jelly, apple flavor, 30 lbs. full weight, per pail, 1.00
mel's, 8-oz. tumblers ..... .80
nal, 16 oz., 2 doz ..... .87½
3-lb. tins, net weight 1.95
es— Per lb.
mel's pure, 12-oz. jars, 2 doz ... per doz. 1.60
nal, 30-lb. pails ..... .09½
wark, 30-lb. pails ..... .06½
" 3-lb. toy pails ..... per doz. 3.00

mel's, pure, 10-oz. jars, 2 doz 1.40
wark, assorted, jars, 2 doz ..... .90
Marmalade—
cy's imported, 4 doz 1.90
mel's, pure, 2 doz 1 50
Nut Brand Conserves—
Per doz., in glass

	Large	Medium	Individual
berry	3 25	2.00	1.10
Raspberry	3.00	1.80	1.00
berry	3.00	1.80	1.00
	2.25	1.40	.80
erry Sauce	2.25	1.40	.80
rd Grape	2.40	1.50	.90
	.....	.....	.....
d Plum	2.25	.....	.....
on Plum	2.25	1.40	.....
-			
Currant	3.00	1.80	1.00
Currant	3.00	1.80	1.00
e	3.00	1.80	1.00
	2.25	1.40	.80
Apple	2.35	1.50	.90
, Spitzenberg	2.25	1.40	.80
Jelly	.....	1.80	.....
ades—			
pple, shredded	3.00	1.80	1.00
y	3.25	2.00	.....
rmades—			
Fruit	2.25	1.40	.80
barb	.....	.....	.....
ge	2.20	1.35	.80

jars packed one dozen, medium two dozen individual three dozen per case.

—22—

Fruit Butters— Per doz.
Apple, Southwark, 30 lbs ..... per pail 1.15
" " full 5-lb. slip cover tins, ½ doz ..... per case 1.60
" Schimmel's, 30-lb. pails ..... per lb. .06¾
" " 3-lb. slip cover tins. 1 doz ..... per doz. 2.60
" " 2½-lb. stone jars, cloth top, ½ doz ... per doz. 2.90
" " 40-oz. stone crock, glass top, ½ doz ... per doz. 3.15
" Mother Cook's, No. 14, 2 doz ... doz. .85
Peach, 30-lb. pails ..... per lb. .07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum ..... per lb. .15
Borax, powdered, bulk ..... " .11
" lump, bulk ..... " .09
Butter Color, W. & R ..... per doz. 2.00
Bluestone, bulk ..... per lb. .12
Copperas ..... " .02½
Camphor, gum, 1-oz. blocks ..... " .70
" flakes, 250-lb. bbls ..... " .18
" " less quantity ..... " .19
" Tar Balls, 250-lb. bbls ..... " .17
" " less quantity ..... " .18
Castoria, Fletcher's ..... per doz. 2.80
" Pitcher's ..... " .80
Carbonate of Ammonia ..... per lb. .15
Epsom Salts, bbls ..... " .04½
Glauber Salts ..... " .02½
Glue, ordinary ..... " 11
" white ..... " .20
Gum Arabic ..... " .50
Haarlem Oil ..... per doz. .40
Husband's Magnesia ..... " 2.90
Jamaica Ginger, Hires', flasks ..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes ..... per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root ..... " .12
Putty, 25-lb. cans ..... per 100 lbs. 1.57½
" 50-lb. cans ..... " 1.47½
Petroleum Jelly, screw top, 5c. size ... per doz. .35
" " 10c. size ... " .75
Paris Green, 100-lb. kegs ..... per lb. .17
" ¼-lb. pkgs., 50 lbs ..... " .22
" ½-lb. pkgs., 50 lbs ..... " .21
" 1-lb. pkgs., 50 lbs ..... " .20
Rosin ..... " .04½
Roach Powder, BB, 4-oz. cans 2.00
" " 10c. size ..... per doz. .80
Roachsault, 10c. size ..... " .80
Saltpetre, crystal, about 350-lb. bbls ..... per lb. .38
" granulated, about 100-lb. kegs " .38
Sulphur, flour, 175-lb. bbls ..... per 100 lbs. 2.50
" 100-lb. bags ..... per lb. .02¼
" less quantity ..... " .03
Venetian Red ..... " .02
Whiting ..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size 2.00
Herb Bitters, 25c. size 2.00
Oil Liniment, 25c. size 2.00
Kidney Pills, 50c. size 4.00
Worm Syrup, 25c size 2.00
Herb Pills, 10c. size ..... .80

Iron Glue, McCormick & Co.—
No. 5 ..... .45
No. 10 ..... .85
Tube V ..... .75

McCormick & Co., Bee Brand—
Insect Powder, 25c. size 2.00
" BB, 10c. size ..... .85
Root Beer ..... .80
Talcum Powder 1.50
Triangular Quiniue 1.75
Quinine Capsules 1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz ..... per doz. 4.00
Bath Brick, 25 in box ..... per box .60
Sealing Wax ..... " .03
Silver Sand ..... per bbl. 1.20
Tar, pts ..... per doz. .....
" qts ..... " .....
" gals ..... each .....
" ½ bbls ..... " .....
" bbls ..... " .....

McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums ..... per case 4.50
U. S. Nerve and Bone Liniment, 25c. size ... 2.25
McCord's Magic Medicine, 25c. size 2.00
" " 50c. size 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80
Borax, 20-Mule Team—
48 1-lb. cartons 4.80
72 10-oz. cartons 4.80
96 ¼-lb. cartons 3.20

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size ..... .90
" No. 4 size 2.25

—23—

Rose, No. 2 size 1.25
" No. 4 size 2.75
Pistachio, No. 2 size ..... .90
" No. 4 size 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry ... No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size ..... .90
" No. 4 size 2.00
Orange, No. 2 size ..... .90
" No. 4 size 2.00

Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz ..... .90
" 1 oz 1.75
" 2 oz 3.00
Crescent Brand, bottles, 4 oz 5.25
" " 8 oz 9.00
" " pints 16.50
" " quarts 30.00
" " ½ gallons 5.00
" " gallons 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon ..... .90
No. 2, Vanilla ..... .90
No. 2, Rose 1.20
No. 2, assorted ..... .90
No. 3, Lemon 1.25
No. 3, Vanilla 1.50
No. 4, Vanilla 2.25
No. 4, Lemon 2.00
No. 2, assorted cases ..... per gross 10.80
Nos. 2 and 4, assorted cases ..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquid Rennet 1.50
Hansen's Junket Tablets, 3 or 1½ doz ..... .80

CIDER.

Duffy's, bbls. about 45-50 gals ..... per gal. .18
" ½ bbls., 28 gals ..... per ½ bbl. 5.60
" kegs, 14 gals ..... per keg 3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs 2.75
" boxes, 20 pkgs ..... .55
Gee Whiz, 100 pkgs ..... .60
Fleer's Chiclets, 3 lbs. bulk 1.23
Spearmint, 20 pkgs., 100 pcs ..... .60
Doublemint, 20 5c. pkgs ..... .60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks 3.10
Beech-Nut cases of 400 boxes 62.00

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs ..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons .. .06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more .. .05½
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized ..... .06½
Comet, natural brown, 1-lb. cartons, sterilized ..... .06½
Comet Cereal, 1-lb. cartons, sterilized ..... .06½
Sola Japan Unkoted ..... .06 2/100
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons ..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs 2.50
" 60 5-lb. bags 4.00
" 22 14-lb. bags 3.75
" 30 10-lb. bags 3.75
" 115 2½-lb. bags 4.00
Irish Linen, 250-lb. bags 2.50
" 56-lb. bags ..... .65
" 28-lb. bags ..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list 3.00
Pretzel, 280-lb. bbls 2.40
" 180-lb. sacks 1.55
Packing, 70-lb. cotton bags ..... .40
" 140-lb. cotton bags ..... .75
New Ivory, 24 large cartons to case 1.50

Less than 5 barrels, the list net; 5 to 9 barrels 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz 4.25
" small, 2 doz. ½ pints 2.50
Schimmel's, small 2 doz ..... per doz. .90
My Wife's, large, 1 doz 1.50
" small, 2 doz ..... .90

—24—

SAL SODA.

Barrels, 400 lbs ..... per 100 .70
Kegs, 150 lbs ..... per 100 .80
Granulated, 60-lb. boxes ..... per box .60
" Crystal Brand, 24 2½-lb. pkgs., per case .80

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, medium 4.50
" small 2.50
Worcester, Campbell's, No. 8, 2 doz ..... .90
North of England, No. 8, 2 doz ..... .82½

SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs ..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs ..... .05
" ½-lb. pkgs., 36 lbs ..... .05¼
" ¼-lb. pkgs., 36 lbs ..... .06
" ½ and ¼-lb. pkgs., 36 lbs ... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs ..... .04⅞
" ½-lb pkgs., 36 lbs ..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs ..... .05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs ..... .05⅛
112-lb. kegs ..... .02½
Bi-Carb, bulk ..... .03

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer ... 2 doz. 2.10
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz 1.60
Hires Carbonated, pints, 2 doz 2.00
" Ginger Champanale, 50 pints 8.00
Welch's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz 4.50
Half-pints, 3 doz 4.50
4 oz., 6 doz 4.50
Half-gals., 8 bottles 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz 4.50
Half-pints, 3 doz 4.50
5 per cent. discount on 5 case lots.
Walker's Grape Juice—
Quarts, 1 doz 4.25
Pints, 2 doz 4.75

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual ..... .90
1 lb 3.00
2 lb 5.00
3 lb 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz 2.25
" " No. 2, 1 doz 4.25
Atmore's Philadelphia, seedless—
Individual, 2 doz 1.90
Cans, No. 1, 1 doz 2.30
" No. 2, 1 doz 4.10
" No. 3, ½ doz 3.25
" No. 4, ½ doz 4.35

FLOOR POLISH.

O-Cedar— Per doz
4 oz., 1 doz 3 00
12 oz., 1 doz 6.00
Quarts, 1 doz 12.00
Half gallon, 1 doz 18 00
Gallon, ½ doz 30 00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz ..... per box 2.75
Kleenatub ..... ¼ gross 2.50
Electro Silicon, 1 doz ..... per doz. .80
Putz Liquid, large, 3 doz ..... " 1.50
" small ..... " .75
Putz Paste, large ..... " .65
Old Dutch Cleanser, 4 doz ..... per case 3.40
" " 5-case lots ..... " 3.30
Babbitt's Cleanser, 5c. size ..... 100 cans 3.85
" 5c. size ..... 50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons 1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz 2.50
Imperial Cleanser, 6 doz ..... per doz. .45
Sunbright Cleanser, Swift, 60s 2.25
Red Seal Cleanser, 4 doz 1.90
Bon Ami Powder, 3 doz 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans .. 1.60
Orona Soap and Cleanser— Per doz
No. 1, 10c. size ..... .85
No. 2, 15c. size 1 20
No. 4, $1 size 8.40
No. 5, $2 size 16.80
Orono Alumishine—
No. 1, 10c. size ..... .85
No. 2, 25c. size 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s 1.80
Brooks' Crystal, 100s 3.80
Day's Flint Polish, Day & Frick, 36s 1.35
Mineral, Wrigley, 100s 3.50
Sapolio, E. Morgan, 36s ..... per gross 9.50
Bon Ami, 36 5c. cakes 2.50
Sta-Brite, 72 cakes 3.00
Queen Anne Scourer, Lautz, 30 cans 1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co	60	5ct.	2.40
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	3.85
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.50
Pride, 100 bars	a.90
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.75
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.— Per box	
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.67½
Milk Jar, glass top, 2 doz	.85
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	26
Tumeric	.09½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05
" less quantity	.05½
Cinnamon, Canton, fancy	.11
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.55
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.25
" large	.28
Pepper, black, original bags	.16
" less quantity	.17
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3 lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.03¼
Best Gloss, bulk, 50 lbs	.03¼
Niagara, Laundry, 50 lbs., bulk	.03⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.40
" " large, ¼ gross	9.40
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish— Per gross	
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol— Per gross	
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Roseustein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.37½
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.30
Le Page's Glue, bottle "	.80
" tube "	.80
Royal Glue, 3 doz "	.80
Steel Carpet Tacks— Per doz.	
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	.12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½
Matting Tacks— Per doz.	
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.21
Colored assortment	.26
Cones	.20

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.15
" 24 2½ lb	2.55
" 12 5 lb	2.50
" 6 10 lb	2.40
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.12
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	.92
No. 2½, 2 doz	1.25
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	1.90
" cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	P
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	P
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	P
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 100	
" 2 lb., oval "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	P
Polish Mop, large size	1
" smaller size	
Triangle Mop, large size	1
" small size	
Dusting Mop, black, large size	1
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	P
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	I
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs
Newsboy
Old Honesty
Piper Heidsick
Spear Head
Standard Navy
Toddy
Vinco
Town Talk

SMOKING TOBACCO.

	P
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ½ gross
Sensation, ½ gross
Wild Rose, ½ gross
Omega
Union Leader
Red Man, ¼ gross

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, February 28, 1916. No. 9

Nobody—chain store, economy store, or anybody else—has anything on a live, honest, energetic merchant with the will to work effectively and the sense to work right. Read the editorial in this issue on this subject.

An Editorial Discussion Over the Honest and Dishonest Use of Trading Stamps.

Why Consumers' Co-operative Stores Have Never Succeeded in This Country.

A Contributor Believes in Abolishing All Standards for Canned Goods and Letting Consumers Learn by Experience What Brands to Go Back For.

An Argument for Giving Clerks Bonuses on Increased Sales.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

Twelve Million Dollars

That's what it cost The Shredded Wheat Company to build up a "good will asset" and a consumer demand for

Shredded Wheat

It is now the best known breakfast cereal in the world, having a steadily increasing sale from year to year, making satisfied customers and good profits for the grocer. It is ready-cooked and ready-to-serve.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

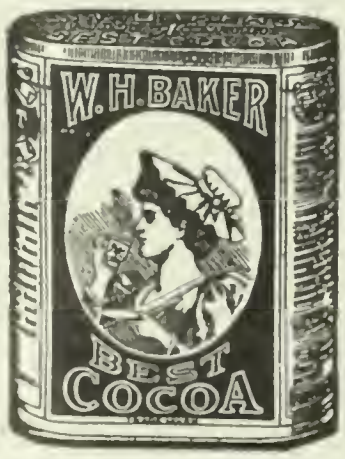
Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

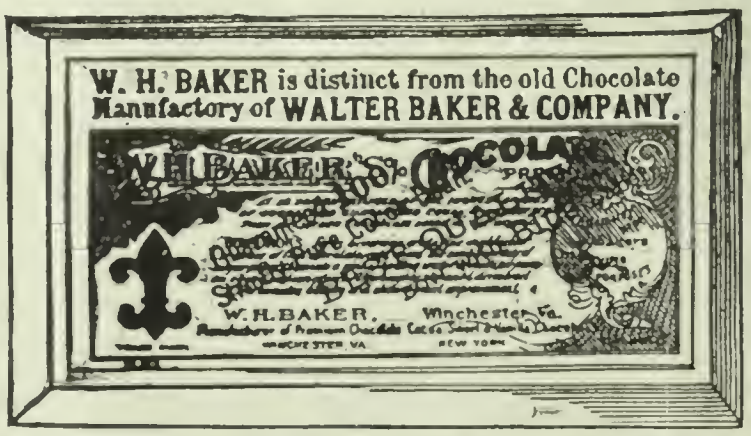
EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

W. H. BAKER, WINCHESTER, VA.





Chocolate and Cocoa Preparations

UNITED STATES SERIAL No. 5257
Guaranteed Under the Food and Drugs Act, June 30, 1906

Modern Merchant

AND

Grocery World

'ublished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

L. LXI. PHILADELPHIA, February 28, 1916. No. 9.

dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

ERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

Filbert 3286
Filbert 3287 Keystone, Race 746
e Exchange.

Checks and Drafts payable to the Gro- World Publication Co.

Independent journal published ex- ely in the interests of modern mer- s of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

scription Rates, Including Postage, Payable in Advance:

PER YEAR

nited States and Mexico..... $3.00
nada 3.50
eat Britain and Continent of Europe d Asia 4.50
Copies ..... .10

Contents.

PAGE

Consumers' Co-operative tores Have Never Succeeded in his Country 4

Man Says Cold Storage Isn't sed for Fish as It Should Be.. 5

rial 6
hen Chain Store Competition Need Not Be Feared.
e Complaint Against the Sears, Roebuck Sugar Scheme.

Honest and Dishonest Use of Trading Stamps 6

cs Standards of Quality Won't Work on Canned Goods 7

It Pay Grocers to Buy Future Canned Goods? 8

sylvania News Items 8

New York Letter 9

PAGE

Philadelphia R. G. A. Holds Largest Banquet Ever Held in Philadelphia 10

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 10

Selling Talks with Clerks 12

Correspondence 12

The Grocery Markets 14

Individual Market Reports..... 14

"The Stroller's" Column (Contributed) 20
Sunday in a Country Town.

Weekly Window Display Suggestions 20

Association News 21

Legal Department 22
No. 352.—Legal and Illegal Substitution.

Pennsylvania Organization Notes... 22

Science of Advertising 24

Subscribers' Bargain List 26

This Man Believes in Bonuses to Clerks on Increased Sales 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 13

American Specialty Manufacturers' Association 11

American Sugar Refining Co., Cover 4

Anderson Computing Scale Co., The, 23

Babbitt, Inc., B. T. 14

Baker & Co., Ltd., Walter 24

Baker, W. H. .....Cover 2

Buckley, Elton J. 5

California Associated Raisin Co..... 21

Chase-O Manufacturing Co..... 23

Crescent Manufacturing Co. 23

Dayton Moneyweight Scale Co. 23

Durkin & Reeves Co., G. W. 25

Fairbank Co., The N. K. 21

Fleischmann's Yeast 27

Forbes, J. P. 23

Harris Co., Wm. B. 19

Hamilton Corporation, The 5

Heacock, H. F. 23

Heekin Can Co., The 21

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books 23

Kirk, Foster & Co. 13

Knight Cooking Extract Co..... 23

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 11

Mapleine 23

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 9

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 7

Nowland Co., A. C. .....Cover 4

Philadelphia Electric Co. 23

Reed Mfg. Co., Evan L. 25

Rumford Chemical Works 25

Shredded Wheat Co., The.....Cover 2

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 23, 25

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The 25

Where to Get Premium Goods..... 19

Wilkinson's Sons, C. 27

Why Consumer's Co-operative Stores Have Never Succeeded in This Country

N. O. Nelson, Who Has Done Better With Them Than Any One Else, Says It is Because They Don't Follow the English Plan of Charging Full Prices and Distributing the Profits as Dividends. Tells How He Works His Own Schemes.

[The "Modern Merchant and Grocery World" has had a great many inquiries about the movements among consumers to establish co-operative stores in this country, following the highly successful English method, which does millions of business per year. We have always given all the information that we had, but have never been able until now to give anything like a complete history of the progress of the plan in the United States. Readers hereof know that many co-operative stores have been started here, but that most of them have failed in a very short time. The following statement is by N. O. Nelson, of Edwardsville, Ill., who is supposed to know more about the co-operative store movement than almost anybody else.—Ed.]

The famous twenty-eight weavers and Socialists of Rochdale, England, started the present successful co-operative store plan in 1844. These twenty-eight pioneers contributed $5 apiece in 4-cent weekly installments until they had $140. With this they bought staple groceries and retailed them at the full market price, for cash in hand, out of the little "Toad Lane Store," costing about a shilling a week rent. They had no hired help, and they found themselves possessed of about $200 when the first stock was sold. Every member received a token, showing the amount of his purchases, and at the end of three months he received credit on additional shares; on the shares he received interest. Non-members received half dividends in money.

The essential of this Rochdale plan, which has spread the world over, was cash payments and the profit going to the purchaser instead of to capital. This unique plan was noised abroad; neighboring towns started similar stores; it was self-contained and self-acting.

Jumping a period of seventy years, Great Britain's co-operative stores now have a membership of over three million, retail sales of $480,000,000 a year, manufacturing and wholesale business of $220,000,000, and annual net profits of $70,000,000.

The same principle has spread into practically all the civilized countries, not only in storekeeping, but in manufacturing, in farmers' business, in banking, and in insurance. The system is democratic; every member has the same vote, whether he holds a single share on which he has made a small initial payment or whether he holds the maximum shares allowed. Every member pays the same price in a store and gets the same price in a productive enterprise, and whatever profits are made he gets his share according to the amount he has contributed.

Roughly estimated, there are 50,000,000 members of co-operative associations, representing a population of 250,000,000. The plan has been spreading at an accelerating rate; it doubles itself, say, every ten years.

The Americas have lagged far behind Europe and the Orient in this movement, but there is a substantial start, and it is sure to come.

In the seventies the Patrons of Husbandry movement ran largely to co-operative stores; the country was full of them. The Patrons took the co-operative idea, but not the Rochdale plan. They sold on credit; they sold at cost; they limited the membership to a class. Any of these motives was obstructive; combined, they made success impossible.

Innumerable stores have been started from that time to this, but rarely on the Rochdale plan—always with some Yankee improvement.

At this date, as at any date in the past forty years, there are probably a thousand co-operative stores in the United States: a few of them are five years' old. They start with wrong ideas, without sufficient membership or capital or competent management, and, of course, fail. There are a number of stores in the United States fully established and prosperous, but probably not over 1 per cent. of those that have been started in the last forty or fifty years.

The Johnson County store in Olathe, Kan., is a notable survival of the Grange stores. It started in 1870, has always prospered, and is the chief store in that town or section; but, unfortunately, shareholding is limited to Patrons of Husbandry, and these gradually dying out, it has long been merely a joint stock company, earning large profits for its few and fewer stockholders.

There are a goodly number of co-operative stores in California, in Washington, in Minnesota, and in New England; but few of them are on the genuine plan; few of them save money for their members, and few of them are of any considerable age. Canada has about a dozen stores on the Rochdale plan, but only a part of them have succeeded in saving money for the members or surviving for any length of time.

In my own home town of Leclaire, Illinois, we started a co-operative store in 1902, strictly on the Rochdale plan. It has about 150 members, about $40,000 a year sales and regular dividends on purchases of 8 or 10 per cent., besides paying interest on its capital and accumulating a surplus fund.

After thirty years of active participation in promoting co-operation, I concluded five years ago to begin operations in New Orleans, without adhering to the Rochdale plan as far as starting was concerned, but aiming at the same purpose. I adhered to the Rochdale plan of buying and selling for cash, but, instead of selling at the full market price in order to accumulate capital, I sold at as low net prices as economical expenses would allow, and supplied the capital and management myself. I could see my way clear to undersell the current market prices about 25 per cent. The goods were sold and paid for at the counter, without any wagon deliveries. The first day's sales were $2.12; the first week's sales, $48; the sales of the ninth month, about $12,000 in the three stores then established. The sales of this year will be about one and a quarter million dollars.

At the beginning of 1915 I organized a co-operative association, made up of twenty thousand $5 shares or memberships. These can be paid for in any way down to 10-cent weekly payments; the dividend begins when the share is paid in full, at the rate of 7 per cent. annum. The association owns of the stores, a good bakery, a g creamery, a condiment factory, the stock and equipment on a re farm. It has a few more than t hundred employees. It is inte to make a net profit of 2 or 3 cent. over and above expenses interest and depreciation, which create a free capital for expan Several thousand shares have ready been taken, and in due all will be taken off my hands, thus be completely co-opera One-fourth of the net profits awarded to employees as divid on their wages. The manager the stores make a bond to acc for the goods put in their ha the goods being charged to manager at selling price. clerks are girls. We have no c business whatever.

Recently I have opened stor country towns near New Orlea have made it a condition for o ing a store that two hundred ho holders should subscribe as m bers for not less than three hun $5 shares and pay up not less $500; only members are allowe buy. This has worked successf and will be my working pla other country towns and other localities.

Iowa Grocers File Complaint at W ington Against Mail Order Hou

John A. Cunningham, secretary o Dubuque Retail Grocers' Associa has sent charges against Sears, Roe & Co. and another Chicago house t Federal Trade Commission at W ington for formal investigation. practice of selling sugar cheaply i point on which the complaint is b The mail order houses named are S Roebuck & Co., Chicago, and Cro Reed, also of Chicago. It is al that since the outbreak of the Eur war these houses have sold granu sugar at less than the market provided a specified amount of goods were bought along with th gar. The complaint says that Roebuck & Co. offered 33⅓ pou sugar for $1 with each $10 wor groceries during several month 1915. During the same time the ers' prices for sugar f. o. b. in Ch was said to be about 5.49 cents pound. The Dubuque grocers' plaint said: "This method of solic trade is a subterfuge, a temptatio trick plan, as the offer was conti upon the sale of other articles of ity or market value of which the chasers were commonly ignorant." these grounds a charge of unfair m ods of competition is made. A he is requested under this constructio the commission's powers.

n for the "Modern Merchant and Grocery World."

h Man Says Cold Storage Isn't Used for Fish as it Should Be

es Would Often be Lower, the Markets Evener, and Everybody Better Off if Public Should be Educated Out of Idea That Cold Storage Fish is Undesirable.

old storage has been a benefit to roduce and meat industries, but s been far more for the fisher- For vegetables, left to them- s, grow at certain seasons; is procurable, naturally, at any on, but the supply of fish is de- ent entirely on the caprice of re.

s yet the cold storage is not ing the part in connection with fisheries to which it is entitled. doubtful if its true function is et understood by the industry f. And until such time as the stry understands the place of cold storage, and the general ic comprehends the utility of warehouse and the truth about storage foods, the freezer must ain misunderstood.

or the real function of the cold age in this respect is to enable dealers to provide the public sea foods at those periods n very little fish is being caught landed. It is the safety valve he industry, by means of which distribution of sea food is to be lated.

he conditions for catching the also vary greatly from season to on. The spring and fall are lly poor seasons, with gusty, able winds and high seas. The er weather, while steadier, also ighty poor for fishing.

Weather, however, is a very poor g to be dependent upon at any on. A sudden storm may prac- ly paralyze the fisheries for s, cutting off the entire supply resh groundfish. Receipts at Boston fish pier then may drop n hundreds of thousands of nds to a few hundred of pounds. dealers find the public demand- fresh fish just the same, but have no fresh fish with which upply the demand.

he inevitable happened. Up s the price of fish. And this is t apt to happen at the very sea- when the general public ac- ly needs cheap fish.

dicious use of the cold storage ld do much to alleviate this. There is no conceivable reason why the superfluous fish of a glutted market should not be put into cold storage, rather than be sent to the curing house of the cannery.

It is done with mackerel and with swordfish, two varieties of sea food only to be caught at certain short seasons of the year, and to a very slight extent with groundfish.

In the case of mackerel and swordfish, the freezer fulfills the function filled in the produce business by the hothouse, enables the well-to-do to consume out-of-season foods. For this reason there is a greater margin of profit in freezing these varieties, and naturally the dealers prefer to invest their capital in it.

Again, the dealers have found the public prejudiced against cold storage foods. Although they probably could not be told from the freshly caught article by one out of every hundred consumers, the name "cold storage fish" seems to stigmatize them as undesirable.

Nothing can do the work of nature so well as nature herself. Neither the hothouse, the cannery, nor the cold storage can be expected to turn out a product as fine as nature. But on the other hand, a half a loaf is better than none, and in these days when the average housewife is battling tooth and nail with the "high cost of living," the hothouse, the cannery and the cold storage product is not to be despised, but to be looked upon as a legitimate substitute for nature's work.

Through the cold storage alone can the public hope to have a steady supply of sea foods at a moderate price.

FREDERICK ROCHE,
New England Fish Exchange.
Boston, Mass.,
February 24, 1916.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone, Race 746

"S. & H." Green Stamps
"Hamilton COUPONS" "The Sperry Magazine"
THE TRIPLE APPEAL

¶ *HOW much does the cost of collections add to your overhead---to say nothing of the use of the money? Let us show you how the "Sperry" Service discounts collectors or collection agencies easily and effectively.*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

WITH THE EDITOR

A writer in "Printers' Ink," who has had experience with chain-store competition, thinks it is a good stimulus for any retailer, and says that when he goes into business again he will locate next door to a chain store if he can. Here is his argument:—

When Chain Store Competition Need Not Be Feared.

> Having last month been forced by ill health to sell what was considered a fairly successful retail store, I hope that I may soon regain my health and be able to open up another store somewhere, and the location I shall seek will be next door to a chain store if possible, for such a location is the best in the world for an independent merchant. Their sensational methods will pull the people down in that vicinity, and if you are an aggressive, live merchant, you will be able to get more than your share, and at much less advertising cost than otherwise.

In the course of a long article this man says that retailers fall down before chain-store competition because the chain store has the better of them in every one of the following points:—

1—Store system.

2—Quick stock turnover.

3—Intelligent buying—small lots, mostly.

4—Knowing exactly where to buy.

5—Proper inside display.

6—Cleanliness of store and employees.

7—Use of price tickets.

8—Intelligent use of shelving. High shelves are great accumulators of old stock.

9—Up-to-date advertising.

10—Keeping proper stock record and merchandise checking list; keeping the stock constantly full and complete.

11—Using the window and knowing what it is worth to the business.

12—Knowing what each clerk is worth to the business.

According to the "Printers' Ink" writer, the retailer who will buck up on all these things, and who has a good location—preferably next door to a chain store—need never fear the latter because:—

> The modern merchant who operates his store on scientific lines, combined with true courtesy and service, has no fear of chain-store competition. He can sell just as cheap in the majority of cases. He can have just as good fixtures and displays. He can learn merchandise and his trade's wants and operate just as cheaply as the chain store. He, further, has the human side to enlarge upon and can create good will to a much greater extent than can the chain store. He is also owner and boss of his establishment and can make quick decisions and changes when necessary, which the chain cannot do, as the manager is, in most cases, under the absolute control of headquarters, often a thousand miles away.

Perhaps this writer is a bit too enthusiastic in his conclusions, but there is a great deal in what he says.

The Complaint Against the Sears-Roebuck Sugar Scheme.

The charges of unfair competition which the Dubuque (Iowa) Retail Grocers' Association has filed against Sears, Roebuck & Co. will not get anywhere, in my opinion. As told elsewhere, the charges have been filed with the Federal Trade Commission, which is asked, under the new Federal Trade Commission Act, to say that selling sugar 33 pounds for $1 when bought with other things, is unfair competition. The association ar to the Commission that method of soliciting trade is a terfuge, a temptation or trick as the offer was contingent upo sale of other articles of qualit market value of which the chasers were commonly ignor

I grant all this, but neverth the practice is not, in my view, fair competition. The public is deceived. When a dealer o sugar at a ridiculously low and refuses to sell it unless o goods are bought too, he tell consumer very clearly that "I afford to sell sugar alone at price; you must buy some goods the profit on which will make up my loss." I don't be that anybody sees the transa in any other way.

But outside of this, the Fe Trade Commission Act was passed to let in such complain this. The Clayton Act, passed a the same time, really defines unfair competition is—no pa the definition touches this scheme at all.

The Honest and Dishonest Use of Trading Stamps

In last week's talk on "Do We Believe in Trading Stamps?" this paragraph appeared:—

> I am assuming, of course, that trading stamps are to be used honestly and fairly.

It is not questionable that trading stamps can be used honestly and that they can be used dishonestly. Fundamentally trading stamps are supposed to be given away. They are supposed to cost the consumer nothing. The merchant, as an inducement to more business, is supposed to pay for them out of his gross profits, just as he pays for advertising out of his gross profits.

Sometimes trading stamps are handled that way, and sometimes they are not.

Sometimes the consumer pays a high price for every stamp she gets. Sometimes the merchant makes a better profit with trading stamps than he did without.

Is that an honest use of trading stamps? It doesn't look like it to me—except under certain conditions.

A grocer is selling a Santos coffee which costs him 17 cents. He sells it without trading stamps for 26 cents, which everybody must admit is a satisfactory profit. He adopts trading stamps and gives twenty-five extras with every pound of that coffee. The twenty-five stamps cost him 5 cents. He raises the price of his coffee *nine* cents a pound—to 35 cents. I say that he has used trading stamps as an instrument to commit a fraud. Though his original profit was perfectly satisfactory, he has not only increased it enough to cover the stamps but four cents more.

I am absolutely against the use of trading stamps in any such manner.

But where an article has been selling at a loss, and conditions surrounding its sale seem to make it certain that it will continue to sell at a loss, then I justify the use of trading stamps in such a way as to make a consumer not only pay for the full cost of the stamps, but also to pay the fair profit on the article which it had been found impossible to get before.

Take Cream of Wheat. Even when it retails at 15 cents the profit is inadequate. Many retailers are forced by conditions over which they have no control to sell it at 12 cents, and any effort to get more than that for it would bring sour looks and biting remarks from customers.

I believe it to be perfectly justifiable to sell Cream of Wheat at any price, with trading stamps, which will leave a fair net profit to the merchant. If a consumer will not pay a respectable price for his goods, then it is *right* to trick him, if you like, into doing it. The law says that where A owes B money, B will always be upheld in compelling him to pay it by subterfuge—by devices which would be fraud were no debt due.

So with the consumer. He the merchant with whom he a fair and living profit on his g If he begrudges that and refus pay it, I should with a perf clear conscience use trading st or premiums to compel him to it. I would use his own gree other words, to betray him doing the fair thing. But re ber this—I should never go be that, because it ceases to be j fiable the minute it makes a factory profit better.

Dry Goods Boom Still On.

Marshall Field & Co., in their w review of the dry goods trade, say

> Current wholesale distribution dry goods has been in excess of same period of a year ago.
>
> Road sales for immediate del ery have been normal, but m greater than for later spring a fall delivery than the correspond period of a year ago.
>
> More customers have been in market.
>
> Collections are normal.
>
> Prices are firm.

for the "Modern Merchant and Grocery World."

nks Standards of Quality Won't Work on Canned Goods

ers' Ideas as to Quality Vary Too Widely, and So Does he Average Quality of the Seasons. This Applies to Tomatoes, Corn, Peas and Other Lines. This Contributor Believes Packers Should Be Allowed to Pack as Poor Trash as They Like.

ave read considerable of the edings of the National Can- Association, particularly re- ng the need of more fixed ards for canned goods. Sev- speakers pointed out that the ng of canned goods to-day was ly a hit or miss business, with ontents of the can conforming most no standard whatever. e speakers made the point that e the advertising campaign is now in contemplation could ie industry any good, it must andardized. This could only ne, they thought, by adopting ards for the different products, requiring the label to conform em.

I have handled canned goods for many years, and I agree that if standards can be adopted, it would be a good thing, but I do not see how it is practicable. There are standards in existence now, but there is nobody to enforce them and no way of enforcing them.

Take tomatoes. To-day there are supposed to be four grades: extra standard, standard, off standards and seconds. Nothing appears on the label except occasionally the word "fancy." These standards would be sufficient if they meant anything uniform, but they do not and cannot. Every buyer of canned goods knows that one packer's extra standard is often another one's standard and often one man's standard is another man's off standard. Many times I have seen goods offered as standards which were really no more than a good second.

Could any fixed standard make all packers think alike as to quality? I think not.

Then another thing is the effect of the weather on the quality of a tomato crop. If I remember rightly the 1914 packing season, most of it at least, was perfect and the result was that finer tomatoes were never put into cans. The weather during the 1915 season was entirely different. It was exceedingly poor, and therefore the average of the 1915 pack was nowhere near as good as the average 1914 pack. The 1914 second, in other words, was as good as the 1915 off standard or even standard.

This is liable to happen at any time, and every time it did happen it would throw fixed standards entirely out.

Still another upsetting factor is the effect which processing often has on the quality of canned tomatoes, depending of course largely on the quality of the tomato itself. A certain South Jersey packer prides himself on packing very fine goods. Some of his tomatoes were rejected not long ago, and when he was told about it he was exceedingly wroth, saying that the goods were of the very highest standard and could not possibly be wrong. I opened a can. He said that if the evidence was not absolutely indisputable, he would not have believed that the packing was his. The processing had turned the goods to water.

What about fixed standards in a case like that?

All that I have said about tomatoes applies with equal force to corn, peas and other things. In the case of corn, one hour may make such a difference in the quality of corn that whereas one can may be the pick of the market, another of the same packing may be so hard and tough as to be scarcely fit to eat—not worth within ten or fifteen cents per dozen of the other. How can fixed standards cure that?

And as to peas, nothing runs more irregularly, either in size or quality. No packer, without very greatly increasing the cost of packing, could conform through a whole season with any fixed standard.

I used to believe a good deal more in standards than I do now.

There is enough trade waiting in your town, for nationally advertised goods which you don't keep, to substantially increase your business.

Why don't you look over three or four leading magazines every month and see just what is being advertised? Or, better, look over the compilation of "Goods That Are Being Advertised to Your Customers" that appear monthly.

Hitch your wagon to manufacturers' advertising.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

I am inclined now to believe that the good packers would not be hurt if all standards were abolished, and every packer were allowed to pack as poor slop as he wanted to. He would very soon reach his proper level. Certainly a consumer stuck with a can of watery tomatoes or a can of tough corn, is not going to buy any more goods under that label if she can avoid it. You may be able to get away with poor quality goods in some lines, where you can cover it up, but you cannot possibly do it with canned goods, for it is impossible to conceal their inferiority. I would vote to let the cheap Johns go as far as they like, so long as they comply with the food laws. And I would expect to be rid of them in a very short time.

J. H.

Philadelphia, Pa.,
February 24, 1916.

Pennsylvania News Items.

All past records of the Department of Agriculture are shown to have been broken during 1915 by a report of Dairy and Food Commissioner James Foust, issued at the direction of Secretary of Agriculture Charles E. Patton. The receipts of the Dairy and Food Division for the past year were $279,055.40, as against $225,910.78 in 1914. This money is shown to be $193,154.04 in excess of the expenditures, which are provided for by a special appropriation. During the year the chemists of the department analyzed 8,939 samples of various foodstuffs and there were 1,165 prosecutions. In 1914 there were 4,827 samples analyzed and 1,010 prosecutions. There was a large increase in the number of oleomargarine licenses during the year, due to the vigilance of the field agents in prosecuting dealers selling without licenses. Violations of the pure food laws found through the analysis of the chemists and for which prosecutions were made in 1915 were as follows: Milk, 625; coffee and chicory, 2; cold storage, 76; eggs, 17; food, 176; ice cream, 41; lard, 8; non-alcoholic drinks, 76; oleomargarine, 16; renovated butter, 2; sausage, 25; vinegar, 101.

Does It Pay Grocers to Buy Future Canned Goods?

Well-known Canned Goods Broker Says It Pays Both Retailers and Wholesalers Because It Assures the Right Stocks at the Right Prices. Condemns National Retail Grocers' Association for Taking Contrary View. Recommends Retailers to Sell Futures to Consumers.

The officers of the National Association of Retail Grocers as well as the leaders in some of the State Associations of Retail Grocers, seem to have agreed upon or adopted as a policy the condemning of the buying of canned foods for future delivery. Their arguments opposing the practice seem to be directed especially against the speculative feature involved.

Their more important objections seem to be the temptation to over-stock, the tieing up of too much capital, the infrequent advances and more frequent declines, the failure to avail of the advanced prices in selling at retail, the restriction of credit and variety of stock owing to over-stocking in the one line.

It will be noted that all these arguments are based upon an abuse rather than a use of the method or privilege, and rather seem to reflect upon the average judgment of retail grocers than upon the method.

I maintain that retail grocers could and should in turn sell canned foods for future delivery to their customers, the consumers, by the quantity and stock them up for the season, thereby largely increasing the use of canned foods and their profits. If they do not the average housewife buys a lot of jars from the 10-cent store and a lot of stale fruits and vegetables from the hawkers, and some sugar at or below cost from the retail grocer, and proceeds to stock herself up for the winter at a higher cost and of poorer quality than the retail grocer could have furnished.

With assurances of my highest respect and esteem for the officers of the various retail grocers' organizations and their leaders in the formation of their policies, I protest against this opposition and assert that it is based almost entirely upon a consideration of price rather than quality, the latter being by far the more important consideration, and upon a disposition to belittle and discredit the commercial judgment of a large and overwhelming majority of their members, which is not justified by the conditions.

I hold that unless a commercial method is immoral or dishonest or of undisputed disadvantage to its members, which is not the case with the buying of canned foods futures, that the leaders of a great national commercial organization should not discriminate against and oppress a friendly manufacturing industry by condemning or denouncing a method or custom that is essential to the peculiar nature of its business and its continued welfare and progress.

Further, I have been told, but I am not going to be so presumptious or reckless as to charge it, that the strongest opponents among the leaders of retail grocers, of the buying of futures in canned foods, are themselves very heavy purchasers of futures in that line. They are however my excellent good friends and I do not propose to press this charge of inconsistency or to father it.

Speaking now of the advantage of future buying to wholesale grocers, when a wholesale grocer puts out canned foods under his own labels, the purchase and sale of futures by him is absolutely essential to getting the quality needed to supply to his customers, the retail grocers.

Selections of quality are hard to secure after the season has advanced a little, for canners do not and will not carry the goods and will sell out early.

Wholesale grocers are usually possessed of large capital and ample credit, and can well afford to buy futures in canned foods for their private labels and to carry the stock in order to obtain the choicest qualities and selections. They are also usually equipped with good warehouses and are therefore better prepared to take care of canned foods than are canners.

The selected or choicest qualities of canned foods as used by wholesale grocers under their own labels seldom decline and are neve over-supply. In fact they us become scarce and higher in as the season advances.

A wholesale grocer cannot to luck or to chance for a supp canned foods for his own la He must furnish his customers quality and cannot do so by chasing promiscuously of goods after futures have been livered.

A wholesale grocer usually cures a lower price, quality co ered, by buying canned tom for future delivery when pa than by purchasing spot goods. presumably passes this advan on to his customer, the retail cers.

Select qualities are l "packed to order," just as a has a suit of clothes made to o that he may have a good fit. I buys his clothes ready made trusts to chance for a fit and sel gets it.

In establishing or keeping e lished their own labels, or in moting the sale of a canner's b which they control wholesale cers essentially must take or from retailers for future delive advance of the packing season

To wholesale grocers I would Buy futures in canned tomatoe other canned foods; not sp tively, or in excess of your r but for quality as well as for p Sell future canned tomatoes other canned foods to retail gro and sell them freely, but do over-stock them or induce the speculate, but sell them select ities which they cannot get e later in the season and encou and urge them to sell futur canned foods to consumers, t customers in turn, by the case help them to do so when you ca

To retail grocers I would Buy futures in canned foods, fully and judiciously, and g qualities you need. Do not excess of your requirements. ing that the price will go up. It generally not go up very much, if it does you will not get en profit from the advance to ju speculation. Sell futures to customers by the case or dozen stock them up, and in that way their patronage and increase business and profits.

JOHN A. LE
Canned Goods Bro
Chicago, Ill., February 25, 191

The New York Letter

of New Association to Combat Vicious Legislation. Remarkable Rise of Five and Ten-cent Chain Store Concern. Great Britain's Heavy Use of American Salmon. National Wholesale Dry Goods Association Still Fighting Fixed Retail Prices. Market Summary.

Correspondence of "Modern Merchant and Grocery World."

New York, February 25, 1916.

r correspondent has been given of a long statement issued by wly organized Trade Association, ich Geo. B. Caldwell, president Sperry & Hutchinson Co., is the

pears from this statement, which ch too long to reproduce, that ational Trade Association has very elaborate plans for opposing egislation as in the judgment of embers is not in the interest of in general. At present the asso- is on record in opposition to the is Bill and also to the Johnson oth pending in Congress, the lat- which requires the manufactur- me upon the label.

opposition to the Stevens Bill, would give the manufacturer the to fix retail prices, is thus ex- d by President Caldwell:—

The bill is exclusively in the rest of the manufacturer who places a trade-mark on his product and thereby brings himself within its provisions. The bill would enable him to retain a monopolistic control of his product and to dictate the price at which it should be sold to the consumer, even after he had parted with the title to the same and thus had obtained full payment therefor. If this bill should be enacted into law nearly every manufacturer would obtain a trade-mark for his product and thereby obtain a monopoly which would enable him to control the price of the same, even after it had passed into the hands of the jobber and retailer. This is manifestly unfair, as the manufacturer has it within his power to fix his price at the time of the first sale and then obtain whatever profit he is entitled to. It is certainly contrary to public policy to permit him to dictate the price after he has sold his product to the jobber or retailer and received full payment therefor.

2. This bill is contrary to the interest of the jobber and retailer. These distributors have fixed expenses in their business and they alone are competent to decide what prices should be placed on the articles which they offer for sale, and what rate of profit must be obtained to cover their expenses and leave a reasonable and just margin of net profit. The jobber and retailer are always subject to a strong competition and on that account are not able to obtain more than a reasonable profit on their sales. It often becomes necessary for the retailer to sell merchandise on a very narrow margin of profit or even at cost or less in order to meet pressing bills or clean up a stock which threatens to become unseasonable. How manifestly unfair it would be to force him to hunt out the manufacturers of his merchandise, especially if the width of the c ntinent separate them, and try to obtain permission to sell at less than the prices dictated by them. It would be practically impossible to obtain such permission from the manufacturers, and yet the retailers would feel compelled to cut prices for the reasons previously stated. As a result the courts might be clogged with injunction suits by manufacturers against jobbers and retailers in the endeavor to force them to maintain monopoly prices.

3. The bill is contrary to the interest of the consuming public. Regardless of how it might affect the interest of the manufacturer, jobber and retailer, it is certain that it would always compel the consumer to pay the maximum price which had been fixed by the manufacturer. He could never obtain the reduced price which would result from natural competition. At the present time many articles are placed on the market at reduced prices by the large retail stores in order to stimulate business or reduce stock. The consumer thereby enjoys the benefit of these price reductions. If the monopoly created by the Stevens Bill should become fixed by law, the public would immediately lose this valuable privilege and would thereafter be compelled to pay the monopoly price.

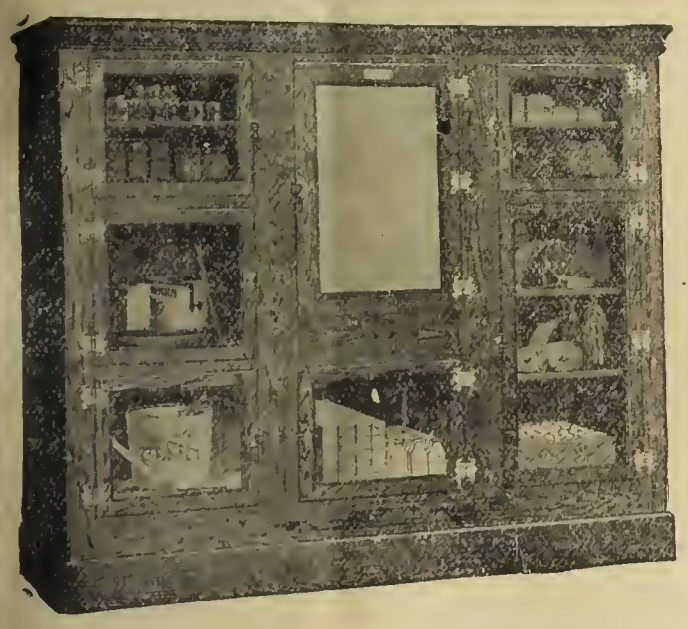
4. And, finally, the Stevens Bill is contrary to the spirit of our laws and the decisions of our courts. It has always been the theory of the common law that the channels of competition should be kept free and untrammeled. The Sherman Anti-Trust Law was enacted for the purpose of suppressing monopoly. In its interpretation of the Sherman law the Supreme Court of the United States has brushed aside every attempt at monopoly and has uniformly held that the channels of competition should be kept open to all. Why, then, should we reverse this wise and settled policy of free competition by enacting the Stevens Bill in the interest of a manufacturer's monopoly and against the interest of the jobber, retailer and consumer?

* * *

S. S. Kresge Co., which operates a chain of 5 and 10-cent stores, is offering some of its stock for sale in this market. According to its figures, its business increased from 85 stores in 1912, doing a gross business of $10,325,487, to 139 stores in 1915, doing a business of $20,943,300. The net profit grew from $669,179 in 1912 to $1,293,219 in 1915. The net current assets are given as over $3,000,000.

* * *

Official figures published during the week showed that during the year 1915, 2,210,046 cases of American canned salmon were sold to go to Great Brit-



What Kind of Refrigerator Equipment Have You?

Does it make or lose money for *you*. Your perishable stock is a constant source of loss through spoilage and taint deterioration. It can be made a source of *profit* by means of *proper preservation*. This means that your Refrigerators and display cases must be built on scientific principle of refrigeration. You can save all this loss through spoilage when you install a

McCray Grocers' Refrigerator

Their construction is scientific. It provides for a constant, rapid circulation of pure, cold dry air throughout every compartment of the refrigerator. All impurities, moistures and odors are carried off through a water-sealed drain pipe and trap.

McCray Refrigerators are used and preferred in the best groceries and delicatessen stores throughout the country.

We make a large variety of styles and sizes of grocers refrigerators and display cases, and shall gladly send you our catalog describing our complete line.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

ain. This was almost 100,000 cases over the exports for the year before.

* * *

The National Wholesale Dry Goods Association is still issuing propaganda regarding fixed prices. During the week they have issued a long statement on the subject of fixed retail prices for underwear, the substance of which is that fixed retail prices ought to be abolished. They say that when the retail price is fixed on an article the retailer knows he cannot go above that and consequently insists upon buying his merchandise at a price that will yield him a profit at the fixed price. When the jobber has purchased the merchandise from the manufacturer at a figure which makes the fixed price too close, it is he who is the principal sufferer from the fixed price, because unless he can make a price which will net the retailer a profit, the latter will not buy the goods.

Naturally, the matter is being discussed from the standpoint of the wholesale dry goods dealer rather than the retailer.

The Wholesalers' Association accuses the retailer of being the principal factor in the fixing of retail prices, and does not put the blame on the manufacturer or jobber so much as on the retailer himself. The fixed price seems to be 25 and 50 cents per garment.

SUMMARIZED MARKET CONDITIONS.

Tea quiet; unchanged in prices throughout the entire line. India-Ceylon firm.—Coffee quiet and unchanged for the week. Rio and Santos fairly steady, although Santos grades were a shade easier as the week closed. Milds quiet, but steady to firm.—Raw sugar weaker, but refined unchanged at 6.25 for granulated. If the lack of foreign business continues, the market will undoubtedly decline.—Spot canned tomatoes unchanged on last week's basis; the tendency somewhat easy. Other canned goods, both spot and future, in seasonable demand at unchanged prices. —Domestic sardines firm and tending higher. Imported sardines scarce and high.—Spot prunes feeling a little better in tone on account of clean-up of part of the stocks, but demand is moderate and prices no higher. Other dried fruits show no change for the week.—Wheat somewhat demoralized during the week and closes the week at considerable decline. Flour considerably below a week ago, probably 45 cents a barrel, due to demoralization in wheat.

Philadelphia R. G. A. Holds Largest Banquet Ever Held in Philadelphia.

Seats Eight Hundred People in Its Thirtieth Annual Function at Lu Lu Temple Last Wednesday. City Statistician Cattell Makes Characteristic Address. Copious Gifts of Souvenirs a Feature.

The Philadelphia Retail Grocers' Association held its thirtieth annual banquet at Lu Lu Temple last Wednesday evening. It was the largest banquet ever held by the association, over eight hundred people participating. The new blood which has recently come into the association was considerably in evidence.

The proceedings were mostly informal. The association members and their ladies danced from 7 until 8, and then sat down at the long tables which completely filled the enormous room. The menu was elaborate and substantial, and an orchestra led the diners in rendering popular songs and supplied incidental instrumental music. About 10 o'clock Mr. Albert Kaiser, president, made an address of welcome and retrospection and introduced Dr. E. J. Cattell, City Statistician, who made one of his characteristic addresses. Dr. Earl Rice, a professional entertainer, caught the crowd with his clever Irish stories.

The guests were: Mr. Robert Stewart, president Association of Manufacturers' Representatives; Mr. H. A. Moore, secretary Association of Manufacturers' Representatives; Mr. G. W. Burnham, president American Specialty Manufacturers' Association; Mr. W. H. Rohr, secretary American Specialty Manufacturers' Association; Mr. Joseph Hall, Philadelphia "Inquirer"; Mr. Edward Gallen, president Frankford Grocers' Association; Mr. J. A. Edgar, secretary Frankford Grocers' Association; Mr. Oliver Stout, president Frankford Grocery Co.; Mr. A. W. Mattis, president Retail Grocers' Building and Loan Association; Mr. Elton J. Buckley, attorney Retail Grocers' Association; Mr. C. W. Zieber, secretary Retail Grocers' Building and Loan Association; Dr. E. J. Cattell, City Statistician; Mr. Frank Diamond.

Mr. W. N. Ross was chairman of the Banquet Committee, and the other members were Reno Schoch, secretary; Charles K. Dewees, O. A. Patterson, George W. Murgatroyd, Geo. K. Sinnamon, J. W. Batman, H. W. Fisher, A. Kaiser, F. B. Farley, assistant treasurer.

A notable feature of all the Philadelphia Association banquets, including this one, was that every one of the more than eight hundred diners received a huge bag of souvenirs, presented by manufacturers who wish the association well. These were as follows: Airline Honey, Borden's Condensed Milk Co., Beech-Nut Packing Co., Walter Baker Co., Buffalo Cereal Co., A. Colburn Co., Corn Products Refining Co., Curtice Brothers Co., Diamond Match Co., Ekenberg Company, Franco-American Food Co., Franklin Sugar Refining Co., Freihofer Baking Co., B. Fischer & Co., Globe Canning Co., Hershey Chocolate Co., Hills Brothers Co., Kellogg Toasted Corn Flake Co., Libby, McNeill & Libby, Lan Corliss & Co., Lautz Bros. & Loose-Wiles Biscuit Co., McCa Frazier & Co., Minute Tapioca Morton Salt Co., National Co., Postum Cereal Co., Potte Wrightington, Ralston Breal Food Co., P. J. Ritter Cons Co., C. F. Sauer & Co., Schief & Co., Shredded Wheat Co., S Paper Co., Martin Wagner Welch Grape Juice Co.

Why a Manufacturer Should Be Permitt to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who O Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—ED.]

No. 14.—By O. J. Moore, Sioux City, Iowa.

A party appeared before the Committee on Interstate and Foreign Commerce at Washington recently, as I learned from the newspapers some time since, and said that the matter of making up, or I might better say overcharging, on certain other goods to make up deficits made by the cut price on certain advertised goods was not a matter of practice in the trade. I wish to say that that is not true. In the affairs of our own business, for instance, we run the business, or we subdivide the business, into certain departments, and as one department is found to produce a lesser profit than is necessary to take care of fixed charges, we are invariably obliged to raise the profit on other departments.

One thing that makes our position most harassing and undesirable where trade-marked articles are used as baits is this, that it has been the custom all during these years where business was run on that basis to instruct salesmen to make good on every individual order the cut price given on the trade-marked article, and that practice grew to an extent where the salesman was finally congratulated where his overs exceeded his shorts, and I know of instances in the past where an over and a short sheet was run in the house and the salesman instructed to mark overs with one distinction and shorts with another, and the amount of the cuts was kept t of during the week, and amount of the overs kept track and the difference between the either suggested the amount the fellow gave away net or gain in theft that he took fro merchants by conducting his upon a basis of misrepresent

As a merchant selling goo seven States through the mediu 36 traveling salesmen, I want to to you that you cannot maint moral standard in your bus when you are obliged to co your business on the basis such instructions to your sales In fact, you cannot build an ho able business on that basis. W we as merchants—I am spea now for more than myself, beca I know what my friends in the t would say to it—when we lost railroad rebates we welcome because we came into a regim we had a right to believe was and, further, we had the con tion of believing that our cost transportation on our merchan was as low as the cost of si transportation to any other m chant under similar conditi would be, and that is all we want and the allowances paid ran high figures.

The matter of these cuts offe in this mode of chicanery bein benefit in fact to the recipient delusion and a snare. It is not t

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Before You Sign a Specialty Order

We are hoping that this advertising will bring you where your attitude toward specialty goods will be this: That you will ask before you sign the order, first, "Do I want these goods?" and second, "Will the order bear the specialty stamp?" And that your answer to the first will depend somewhat on the answer to the second.

As a general proposition, no merchant ought to sign an order which he does not sincerely intend to take. Therefore we include that as one of the questions he should ask himself before he signs. But we make the further point that even when he has the very best intentions toward the order, he should still ask himself whether, without the stamp, he should sign it.

As a matter of fact, this point may arise but seldom, for it is very unusual to find a leading manufacturer to-day who does not use one of the above stamps.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

A Grocers' Cyclopedia.

San Diego, Cal., Feb. 24, 1916.

To the Editor.

Dear Sir:—During the years 1907 and 1908 you were collecting information about how and where all foodstuff was made or prepared, put up, etc. The articles would come out in the "Modern Merchant and Grocery World." Your intention was to condense all of this information into book form for the benefit of your grocery and provision manufactory trades. Now I would like to get just such a book.

Yours truly,
JOHN B. HICKLY.

The Grocers' Cyclopedia is what you want. It is published at 50 Union Square, New York City, by Artemas Ward.

* * *

Two Queries Answered.

Mifflinburg, Pa., Feb. 17, 1916.

To the Editor.

Dear Sir:—Do you consider the Grocers' Fire Insurance Co. of Huntington safe and sound?

What do you think of the American Grocers' Society, Newark, N. J., and their stock proposition? You must buy four shares of stock at $17.50 each, or $70, and then send check with each order for the goods you purchase before you get the goods. Their story seems all right if they are reliable and a store could soon make their $70, as they claim to sell at 10 per cent. below the jobber's price. Please advise us on this. We have not yet invested; we want to wait on your reply.

Can any firm refuse to sell a retailer, saying that he has an agreement with another store in the same town not to sell? We sent in our order to the house and, as we had never bought anything from them before, so as not to delay we sent them a certified check and they wrote back that they were sorry, but they couldn't ship. That is kind of a monopoly of trade, and isn't it against the law?

Now please answer this but do not publish our name in your paper.

Yours.

The Grocers' Mutual Fire Insurance Co. of Huntington, Pa., is all right so far as we know.

Our objection to the scheme of the American Grocers' Society, as frequently expressed in these columns, is that they have sold certain specialties at remarkably low prices which it would seem they could not possibly continue, as a bait to sell stock, and that once they got the grocer on their subscription list, they intended to ask him to push their private brands, for which of course there would be no demand. And if as it appears, they cannot continue the low bait prices on specialties, and were compelled to withdraw them, the grocer-stockholder would be left with nothing for his money but the chance to push private brands. Certainly the company could never earn dividends by selling specialties at jobber's cost.

* * *

Who Knows This Company?

Freehold, N. J., Feb. 18, 1916.

To the Editor.

Dear Sir:—What information can you give us as to the reliability of the National System of Adjustment Procedure, with offices at No. 10 Wall street, New York City?

Thanking you, we are,
Very truly,
CHAS. MOUNT & Co.

We have never heard of this concern and have not been able to find it in any directory or rating book. Does any subscriber know of it?

* * *

The Brenard Manufacturing Co.

Freehold, N. J., Feb. 16, 1916.

To the Editor.

Dear Sir:—Can you furnish us with information concerning the Brenard Manufacturing Co. of Iowa City, Iowa, as to their plan and if it works out as they represent? Have you ever seen one of their contracts?

Thanking you for any information you may be able to give us, we are, Very truly yours,
CHAS. MOUNT & Co.

Our complaint against the Brenard Mfg. Co. is that it induces retailers to give it promissory notes and then transfers them to an innocent (?) third party for value received. The latter collects them by law, as he can do, whether the Brenard concern has carried out its contract or not. In the Brenard contract the notes are spoken of as "acceptances," to get around the unpleasant sound of "note," but they are simply ordinary promissory notes.

* * *

To Make Gloves and Jobber Selling Consumers.

————, Pa., Feb. 22, 1916.

To the Editor.

Dear Sir:—Can you tell me where to find a firm or firms that handles dies and machinery for making canvas gloves, also where to buy material to make same?

I have been informed that Eiseman & Son, of Philadelphia, ship groceries at wholesale prices to private parties in our town. Can you suggest a remedy?

Yours, * * *.

To get dies see A. Nacke & Son, 236 South Ninth street, Philadelphia. For glove-making machinery, Singer Sewing Machine Co., Pennsylvania Building, Philadelphia. For glove material, Miller, F Beyer & Co., Tenth and Fi streets, Philadelphia.

As to the Eiseman case, if believe that no jobber has the r to sell to consumers, no matte what quantity, the remedy is tc quaint other retailers who a with you of the facts, and thei them use their own judgment a whether they should patroniz jobber who sells over their he But first you should have pos knowledge that Eiseman & Son selling consumers.

* * *

Bothered With Peddlers.

Tidioute, Pa., Feb. 21, 191

To the Editor.

Dear Sir:—We merchants are having rather more than share of peddling wagons f Buffalo, N. Y. Two tea and co wagons come who give coup and granite ware with goods go from house to house in our tc as well as through townships joining. I am now looking matter up to see if there is any

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Popularity versus Business.—Popularity is largely the result of a good digestion and a cheerful mother. It's a case of come easy, go easy. The popular clerk is generally good-natured. He may not be a moneymaker. He may not be much of an executive, but he's there with the smile and the accommodating spirit, and he figures strongly in the business.

On the other hand, give me the business chap—the fellow that's on the job, maybe with an occasional grunt and an abrupt answer once in a while, but still—business. He counts. He is the one that keeps things to rights. He hollers. With him a spade's a spade. If things don't go right he's up in the air. He plays a far bigger and far more important part in the affairs of general business than the smiler.

He isn't liked, but somehow or other he manages to draw the bigger salary. Think this over. Popularity versus business.

* * *

The Expensive Profit Getter.—Suppose you have just taken hold of a department and you work tooth and nail to show results. You're profit mad. You slap on a cent here and 2 cents there and a nickel another place. Up goes prices and down goes your volume.

Mrs. Rosenstein is on to the pe advance, so is Mrs. Ferguson, and begorra, is Mrs. McCarthy. They around the corner, just to see "W he's got."

The point is this—the new man takes charge of an old departm should above all things stick to the prices if the market justifies it. this reason, it starts a prejudice r away. It's just what they expe Keep up your volume, boy, and by by the profit will come all right.

* * *

Cloudy Vision Is Bad.—Ther saying that so and so "can't see f than his nose." In other words, things come and good things go, he goes on forever unmoved.

This cloudy vision is self-impo It's an awfully expensive impositio put on yourself. It may be the re of dyspepsia. It may come from grudge. It may be because you're couraged. But knock the props f under the "cause" and look out—a out and above and beyond yourself u you see the blessed golden sunlight faith and hope and success.

They're cobwebs. Brush them a and get a big, strong, clear outlook things. No power on earth can k you back—but you.

...pping them. Have an attor-...n our county looking it up, ...s yet did not get any decision. ...e A. M. Howes, secretary of ...State Retail Grocers' Associa-... He asked me to write you and ...what advice you can give. ...ting your reply, I am,

Yours truly,
E. A. CUTLER.

...u will probably find that there ...ordinance in your county for-...ig outside peddlers, particu-...those from outside the State, ... coming into your town and ...ing without paying a license. ...ourse when peddling wagons ... from other States it is some-... argued that they are doing ...erstate commerce business and ...ubject to a tax by a borough ...wnship. If it is really an in-...ate commerce business this is ... but they are not doing an in-...ate business if they are selling ...s in your town and delivering ...e same time. In that case an ...ary peddling ordinance ought ...ach them. We suggest that ...get in touch with your county ...ney, who ought to know about ...dinance.

* * *

... Baking Powder Guarantee.

...iladelphia, Pa., Feb. 21, 1916. ...e Editor.

...ar Sir:—Some time ago I or-... from the Manhattan Baking ...ler Co. cocoa and baking pow-... I received bill No. 1 a few ...s ago, but did not feel satisfied ...guarantee on bill. I wrote to ... stating that I would not sell ...oods unless they would send ... guarantee that would comply ...the National and Pennsylvania pure food laws. I received bill No. 2 this morning, also a letter, which you will find enclosed.

Please let me know at once what to do about it.

Very truly yours, N.

The Manhattan Baking Powder Co., 264 Spring street, New York City, are not listed in the mercantile rating books nor do they seem to be known to competitors. This means either that they are very new or very weak. We have also looked them up in other trade directories, but do not find them. This may or may not mean that their guarantee is worthless, but naturally the guarantee of a house known to have standing and responsibility is of more weight than the guarantee of a house that nobody seems to know.

We have looked over the letters which they sent you, also the invoices.

The guarantee under the Federal Food and Drugs Act is rubber stamped on the invoice as follows: "All articles contained in this invoice we guarantee to conform with the requirements of the Pure Food and Drug Act of June 30, 1916." This in our judgment is insufficient to protect you. It is not this guarantee which you will most need, as the baking powder and cocoa will have to be removed from the original package and will therefore come under the Pennsylvania State laws. The guarantee of conformity to the Federal Act is not sufficient to protect you in Pennsylvania. You must have a guarantee which explicitly warrants under the Pennsylvania Food and Drugs Act. This they have apparently meant to give you in their letter of February 17th, which says, "We will guarantee the goods ourselves to agree with all the pure food laws of your State." This is all right as far as it goes, but it might be difficult to prove what particular goods they were guaranteeing, in case trouble arose. Therefore they should write or stamp the same wording upon the bill which they give you. And of course there would still be the question whether the concern is financially responsible and could be held to its guarantee.

* * *

Investing in a Rubber Tire Concern.

Wilkes-Barre, Pa., Feb. 22, 1916. To the Editor.

Dear Sir:—Will you please give us some information in the next issue of the "Modern Merchant and Grocery World" about the Zee Zee Tire and Rubber Co. They offer stock at $12.50 per share and the stockholder is entitled to 20 per cent. rebate on tires off list prices.

Thanking you in advance, we are,
Truly yours,
A SUBSCRIBER.

The Zee Zee Tire and Rubber Co. is a small Philadelphia concern which makes. we believe, pretty good tires, but which has not yet acquired any very large financial standing. Its tires are very high-priced, and the 20 per cent. rebate to stockholders would still leave you paying a rather high price for tires. You say the 20 per cent. is from list. Plenty of dealers will sell you Zee Zee tires or any tires at pretty nearly that discount from list, whether you are a stockholder or not. We advise not buying their stock. Considering the upset condition of the world's rubber markets, and the terrific competition in the rubber tire business, we regard it as a very poor investment.

* * *

An Employment Agency.

East Bangor, Pa., Feb. 21, 1916. To the Editor.

Dear Sir:—Have been a reader of your paper for some time and have come to you on several occasions for information which has always been so well looked after. Am coming once more, although it may not be in your line.

What is your opinion of an employment agency?

Would you consider it a good proposition in a city of 75,000 to 100,000?

What proceedings would be necessary to get started?

Yours, * * *.

We see no reason why an honestly conducted employment agency in a town of 75,000 to 100,000 should not be a very good proposition. It would have to be honestly conducted—many employment agencies are pure frauds—and it ought to be freely advertised. You must get a license from the State to run an employment agency and pay a license fee of—we think—$50.

Read The Advertising World
for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Judicious Selections

Our aim and honest effort is to call to your attention a few items taken from our extensive line in the hope we can interest you and secure some of your business. Satisfaction guaranteed on every sale.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

...YRUPS—At this season of the year nothing is more popular as a breakfast sweet than a good table syrup. Our brands represent the most desirable quality to be had, they are well known and popular. *Challenge, Extra Fancy, Royal Table, Gilt Edge, Starlight, Very Best, King B, Extra Amber, White Clover, Crescent,* all good sellers. We also have some fine marks of early New Orleans Molasses, Extra Fancy Church, at 56c.; Engleside Fancy, at 43c.; Extra Choice Cruiser at 38c. Buy of us; satisfaction guaranteed.

...ORK AND BEANS—The high price of Beans has caused the packers either to advance the price or reduce the size of can, however, we are able to offer a well-known brand, regular No. 2 size tin at the old price, and knowing the quality as we do, we consider it a bargain. Ritter's Pork and Beans in sauce, 2 dozen in a case, per dozen, 90 cents.

...ANCY MAINE CORN—If your trade want the best and will pay the price, we certainly recommend our *Red Ribbon Brand Maine Corn;* it is strictly high grade and will suit the fanciest trade. Price. per dozen, $1.15.

...ARTLETT PEARS—*Cruiser Brand.* Here is a genuine Bartlett Pear, white and packed in good syrup, No. 2½ size tins, quality fine, making a delicious table dessert, price reasonable, per dozen, $1.80.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

The Grocery Markets

Tea.

The tea market shows no change for the week. Business is excellent at prices which are steadily maintained, but show no change from a week ago.

Coffee.

The coffee market is unchanged for the week, speaking of actual coffee. Options are slightly easier, but there is no indication of any important decline or for that matter, advance in actual coffee. All grades of Rio and Santos are the same as a week ago. Milds are steady to firm and are unchanged for the week. Java continues scarce, firm and tending higher. Mocha unchanged and quiet. The consumptive demand for coffee is moderate.

Sugar.

The sugar market is practically unchanged from a week ago. Raws are perhaps a little easier on account of lack of demand from the refiners, and also on account of the expectation that the foreign demand in the near future will decline. Refined sugar is unchanged from a week ago; demand fair.

Syrup and Molasses.

Glucose is unchanged for the week. Compound syrup steady to firm, moderate demand. Sugar syrup continues very high and not very much wanted. Molasses unchanged and quiet.

Fish.

Norway mackerel is steady to firm. Some demand, apparently for Lenten purposes. Some holders are asking a small advance for the week. Cod, hake and haddock are unchanged and steady. Salmon is still selling rather actively at unchanged prices. Domestic sardines are still firm, particularly mustards, which are scarce. Imported sardines scarce and firm.

Canned Goods.

Tomatoes are about as they were a week ago; certainly the market is no firmer. Plenty of Maryland 3s can be bought f. o. b., in a large way, at about 5 cents below the top price. Futures are unchanged, but firm. Corn and peas unchanged and in seasonable demand. This applies both to spot and future. Apples show no change and light demand. California canned goods continue steady to firm on the coast on account of light stocks. In Eastern markets the demand is fair and prices unchanged. Small Eastern staple canned goods unchanged and dull.

Dried Fruits.

Prunes are unchanged from last week, the situation being still somewhat easy in Eastern markets. The coast is unchanged. Peaches are still selling very low in spite of the efforts of holders to boost them; sales made during the week were undoubtedly below the cost of production. Apricots unchanged and quiet. Raisins, currants and other dried fruits unchanged for the week; fair demand.

Beans and Peas.

Domestic pea beans are unchanged on last week's basis. The undertone seems fairly strong. The demand fair. Marrows are still inclined to be slightly easier, although prices made no material decline for the week. California limas unchanged and dull. Green and Scotch peas quiet and unchanged.

Butter.

There is an active consumptive demand for all grades of butter. Receipts continue to be light and the market is firm at 1 cent per pound advance over last week. The quality arriving is good for the season. A continued good market is looked for for some time, but not much change in price.

Eggs.

The receipts of eggs are increasing as the season advances and the quality is very good. There is an active consumptive demand that is absorbing the receipts on arrival, and the market today is about 1 cent per dozen lower than it was last week. Not much change is expected in the price in the near future. The price is about normal for the season.

Cheese.

Cheese steady at unchanged prices, with a normal consumptive demand. Stocks are reported to be very light, owing to recent shipments abroad. The conditions are not likely to change in the near future.

Provisions.

Everything in the smoked meat line is steady at unchanged prices, with a moderate seasonable consumptive demand. Both pure and compound lard are dull, but firmly held at prices ranging the same as for the past week. Barreled pork, canned meats and dried beef are very slow sale, with a light consumptive demand. No change in price is expected in the near future.

INDIVIDUAL MARKET REPORTS.

Spices.

The market continues very active and still unsettled. Many articles are very much higher than prices in effect last week. Changes have been rapid and higher values are predicted on many articles.

Pepper.—The situation is a critical one. There is not sufficient pepper here to meet the urgent demand. The embargo by the English Government has further complicated matters. We look for very high prices on pepper over the year. Many predict that the laid down cost will reach 24 to 25 cents.

Red Peppers.—In very large demand and are distinctly firmer. In our opinion this is to be a year of extreme prices.

Cloves.—Practically unchanged and in fair demand.

Pimento (Allspice).—Very much firmer and higher prices are now being quoted. Demand very good.

Mace.—Exceedingly scarce and futures are again active for all grades, prices being very much higher.

Nutmegs.—Stocks here are unusually small and have rapidly changed hands of late. We have had some startling advances during the last week and higher prices are predicted.

Cassias.—China grades very much higher; freights and the unsettled political conditions in China all contribute to the change in values. Spot stocks here are unusually short. Saigon grade also scarce and in normal demand.

Gingers.—Futures are all very active. Prices, however, are unchanged generally.

Tapiocas.—Are very firm and prices not likely to be lower for many months.

Paprika.—Market steady and firm. Stocks here are very small. Present import cost figures higher than prices prevailing in our market.

Seeds, Herbs, Etc.—Nearly everything in the list is active and in urgent demand. Prices have greatly advanced. Caraway and poppy, as well as mustard, higher and likely to reach record figures. Sage, thyme and tumeric are also very firm and in active demand, with an upward tendency.

McCormick & Co.
Baltimore, Md.

Imported Fish Specialties.

There has been a further improvement in the mackerel market. During the last week several important parcels have changed hands and prices for practically all grades of Norway mackerel are from $1 to $2 higher than they were last week. Fours and 5s are getting quite scarce, and hardly any further supplies may be expected Norway, as stocks seem to be tically cleared. If the present de continues, it looks very much a stocks held in first hands woul cleared before Lent starts.

The herring situation is uncha and prices are certainly high en so that there is no need of adva them any further. It is only na that the high price of herrings res the consumption.

Strohmeyer & Arpe
New York.

This Is Because I Was A Last Week.

I was away last week when Ferris ad. came in and I there didn't get a chance to say anyt about it. Just to show the kin chaps they are, what d'ye sup they said in their letter to me w they sent that ad. over? "D puff Ferris meats but these versal principles if they agree you." Now just what do you k about that? Isn't that big white? These people think n about doing business on the stra clean plan they talk about in t ad., than they do about getting benefit out of it for their own b ness. Great Scott, but that seem big and fine to me! They "don't puff Ferris meats," but going to all the same. I can't saying that the goods of a con as big as this are goods that e first-class store ought to have.

Jimmy Mande

Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consume good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Mark are good for beautiful and useful presents, so it will sell or sight if you keep it displayed.

B. T. BABBITT, Inc.
NEW YORK CITY

His Saving Was 7 Cents a Pound

We believe we know how to sell ***Tea*** just as advantageously to our customers as we sell Harisco Standardized Coffees.

As evidence of it, read this from a letter received the other day from a dealer up New York State:

Your tea at 28c. is the same I have been paying 35c. for.

That comes from being right in the heart of the market and knowing when and how to buy.

Take our advice and keep your ***Tea*** stocks up just now. The market is forging up, freight space is scarce and war insurance high. Several tea cargoes have been sunk. You ought to carry enough ***Tea*** to last three or four months.

We are splendidly ***Tea*** stocked. If you feel like saving something, write.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pearl Inlaid Initial Service Trays.

Pearl Emblem Works, 673 W. Madison St., Chicago, Ill. (4-2)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

Sunday in a Country Town.

I'm writing this on the table of a little old country hotel about half way between Philly and Pittsburgh, and I'm sore—dead, clean sore to the bone. It's the holy Sabbath day.

I'm sore because I had to lay over here on Sunday. Of all the God-forsaken holes on earth, a little country town's the God-forsakenest on Sunday when you ain't got a home there.

You can bet I wouldn't have been here if I hadn't got a letter from the house just when I was starting home, to lay over so as to be at some place bright and early to-morrow to see some fellow about his opening stock.

I'm to be the early bird! Hah! Hah! (sarcastic laughter) Hah! Hah! I look like an early bird, deed I do, and I'm supposed to get a worm to-morrow morning.

Well, the early bird deserves to have worms. I ain't ever studied to be an early bird and I don't believe in 'em.

I ought to be home, that's where I ought to be. It's a rotten day, snowing one minute and raining the next.

It's cold in here, too. Dodblast it! Unless I change my mind, I'm going to write this and then commit suicide.

There's two other strange gents staying at this hotel besides me. One of 'em's a horse dealer, come in for a sale to-morrow, and the other's another salesman, selling farm machines. They're both as happy as I am, although the horse chap's asleep over there in a chair by the stove. He just got up an hour or so ago.

This is the life!

I just saw a customer of mine go by to church. He was all shaved up and had a little green hat on. Why don't I go to church? Oh, I snore too loud. I got put out of the last church I went to; that was in the winter of 1846.

I've got four customers here in this town and I could have gone to all of their houses to dinner if I'd had a clean collar. The only collars they seem to sell here are horse collars and they don't fit me good. My tie never looks right with 'em either.

The only trouble with going to customers' houses to dinner is the way I affect their wives. Honest, it ain't my fault. It ain't my fault I'm good looking, is it? How can I help it if the women all fall for me?

I stayed at a customer's house all night once, and honest cross me heart, when I got up the next morning my pants was gone. His wife had stole 'em so's to keep me with her longer. How could I help that?

I don't want you to get any idea I'm down on country towns. Gee whiz, I spend most of my time in 'em—I ain't down on 'em at all. But to spend Sunday in one—holy cats, it's the almighty limit. In a place like Philly there's a million things to do. You don't want to stay in your home, even if you've got one. And maybe there's a few things you can do in a country town in summer. If there's a creek you can go get a boat and fish, or go somewhere on a trolley. But in winter!

I've never been able to see why the Sunday meals at a country hotel should be so rotten. This place where I am now—gee! Me and the horse gent had breakfast side by side. I had country sausage drowned in about a quart of grease gravy. The sausage couldn't swim and had gone down for the last time when it got to me. It give a weak little bark when I fished it up, but never come to right.

"Country" sausage! The only country that sausage ever saw was Chicago, I'll bet. Right there in a country town with farms all around, too. And with every one of my four customers selling the real stuff. How can you dope it out?

I took a walk around the place before I started in to write this. Nothing open but the drug and a couple of cigar parlors. blamed place might have be deserted village. Everybody homes was in 'em. If some had put a window up just went by and shot me dead, I'd thanked him.

Not even a movie open. pity the poor salesman in a co town on Sunday!

I did think of going to some day school this afternoon and ing my bright and happy voic the children's songs, but I g I won't. When they see me g into places like that people siz up as a bum come in to get war something. That always make mad. I ain't stylish, but I a bum. Wish I was, then I

Weekly Window Display Suggestions

Lenten Window.

This week's window requires a little trouble, but is within the capa of anyone who will take the time to copy it. Rumpled green cheese c makes your ocean. Use cans of salmon for the ship's base and white p or muslin for the sails, lettering the larger sail before pasting to the fr Use neat round sticks for the frame. Nail the center stick to the floor b arranging the salmon cans.

The lighthouse also is formed with cans of salmon, with a top mad heavy paper or pasteboard. Cut square holes for windows. If you can c veniently build your lighthouse beneath a suspended electrict light, shaping conical top around the bulb, you can have a "lighted" lighthouse at ni Sardines cans make a "rocky" base for your tower.

An irregular wall of canned salmon, or shrimps, finishes the marine pict

If you like, you can show in the foreground salt salmon, mackerel herring, on separate dishes.

out of this place right

take all this out on the fel-
m to sell to-morrow morning
ght. I'll sell him clean up
neck.
only eleven o'clock. What
y thunder am I going to do
dinner time. And after din-
hat am I going to do till
-! I know what I'll do—if
a jail here I'll go through it.
re the only people in this place
el worse than I do.

THE STROLLER.

SOCIATION NEWS.

Emporia, Kan.

Retailers' Association of
ria, Kan., has a crack letter
who has produced three col-
letters which are sent to
who owe the members
. The letters follow a cer-
rm, but details are altered to
ifferent cases. The three let-
re as follows:—

No. 1.

ar Sir:—Why have you ne-
ed to attend to your account
B. A. Merchant, to the amount
10, Mr. Delinquent?
omptness in replying to our
s goes a long way with your
t reputation. It is no dis-
to owe money; nor is it
g for a creditor to ask you to
im. He may have thousands
llars out in open accounts and
reditors may be pressing him.
simply a business proposition
round.
e handle our collections confi-
ally and without prejudice, and
no personal opinion of your
t reputation unless you do not
promptly.
man may be overtaken by mis-
ne so that he cannot pay his
promptly; in such cases, or
l cases, reply to us promptly.
a valuable asset to have a good
t rating, and we stand ready to
you at all times if your reputa-
deserves it.
are inclosing a self-addressed
stamped envelope with a return
-form. Will you please ex-
us the courtesy of filling out
etter that fits your condition?
our sending in this directly to
e can give you prompt credit
ur rating files.
turn the inclosed letter-form
y. We want to help you fix
up!

(Forms inclosed:)

ntlemen:—I am in receipt of
letter dated January 10, 1916.
mit I owe B. A. Merchant the
nt of \$10.
promise to pay this bill by
.....(or if partial payment
is chosen) I promise to pay
every (state whether week,
h, first or fifteenth).
Signed .....

ntlemen:—I am in receipt of
letter dated January 10, 1916.
o not owe B. A. Merchant
mount of \$10. (State whether
did owe this account and it
was paid, or what arrangements were made for it's liquidation.)
Signed .....

No. 2.

Dear Sir:—Your account with B. A. Merchant is long past due. You have not even extended us the courtesy of replying to our letters. Really, Mr. Delinquent, we can't understand your actions in this matter.

We don't want to be over bearing about this account, nor work a hardship on anyone, but you surely can do something toward paying off this account by now. Even if you can't do that, you can let us hear from you. We have tried to treat you fair and square in this matter, Mr. Delinquent, and we shall expect as much in return. It is not compulsory that you pay the entire amount at one time, but it is imperative that you "start the ball to rolling."

We want to see you get this bill straightened up, and we know you will feel better when it is.

Let us hear from you within 10 days, Mr. Delinquent.

No. 3.

Dear Sir:—Are you honest, Mr. Delinquent?

We want to know.

Most people are honest. Most people expect to pay for what they get. Most people have self-respect.

You don't want to be classed with the deadbeats, do you?

The deadbeat is not honest. The deadbeat does not expect to pay for what he gets. The deadbeat has no self-respect—not even enough to support himself. He wants to live off of the grocer, the landlord, the clothier, the physician and others.

The deadbeat thinks he is sharp and shrewd. He is a fool. He beats himself to beat others. You never saw a deadbeat prosper.

If you are not a deadbeat, you don't want people to think you are. The best thing for you to do, then, is to answer this letter at once. Tell us when we may expect a settlement, or at least a partial payment.

Show your honesty! Be a man!

Here is a New Egg Preservative.

Fred Lewis Foster, formerly agricultural editor of the San Jose "Mercury-Herald," and now operating an apple and pear orchard in the Santa Cruz Mountains, with a poultry plant as a side line, vouches for the excellent keeping qualities of this formula for preserving eggs. The ingredients consist of beeswax and salad oil, either cottonseed or olive oil. Melt about three ounces of beeswax and mix with one cup of salad oil and stir until about the consistency of lard, adding oil if too thick and wax if too thin. Use only guaranteed fresh and infertile eggs. Rub the shells thoroughly with the mixture, pack in egg carriers and store in a cool, dark place. This mixture will treat about 45 dozen eggs.

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

Look for this Mark on the Bottom

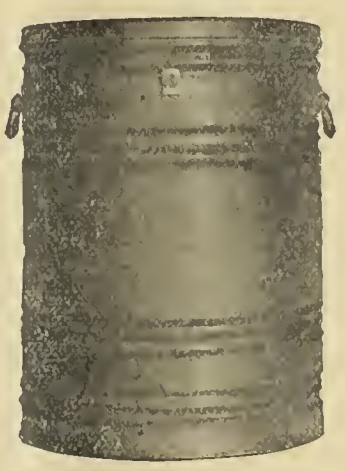
of every can that you use, because it's the indicator

of Heekin Cans

—of quality, durability—of supreme satisfaction as containers for coffee, crackers and other grocery products.

They preserve the freshness, crispness and flavor of crackers and the aroma and bouquet of coffee.

For Crackers, 15½ in. x 27¾ in.
For Coffee, 15½ in. x 20¾ in.



Painted or stenciled with any design, name and address.

Send for sample and see the quality.

The
Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

"Heekin Can Since 1901"

You have a steady seller in

GOLD DUST

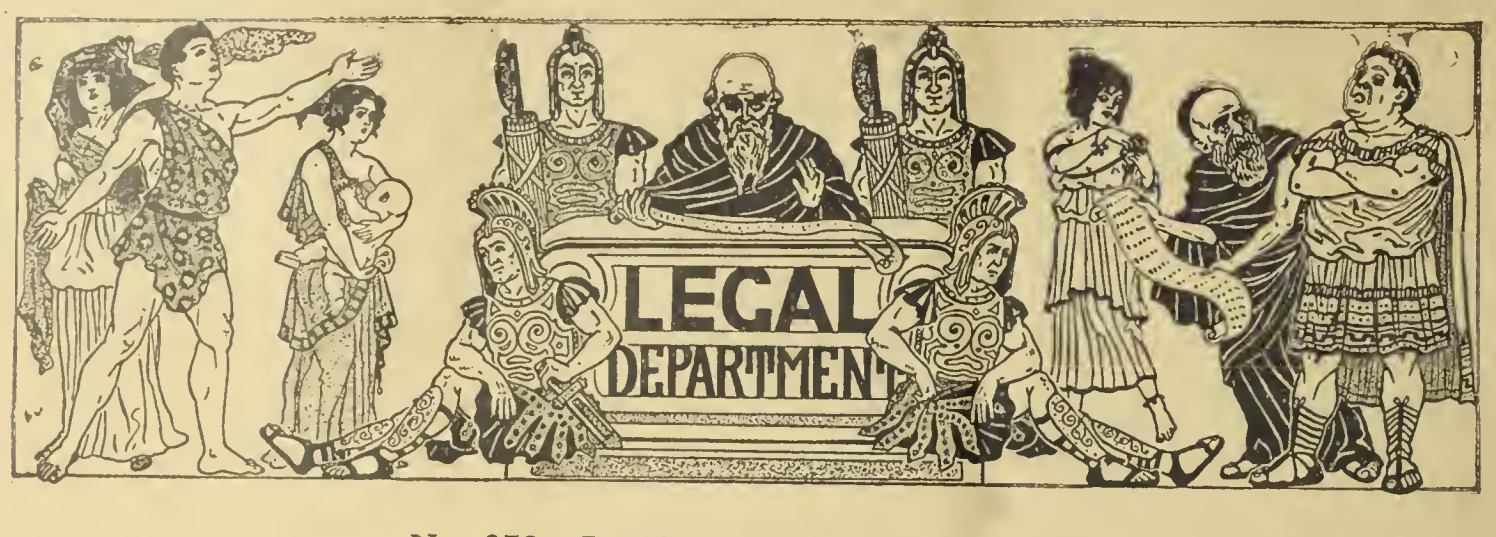
Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent.

Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"



No. 352.—Legal and Illegal Substitution.

I find considerable ignorance among business men of all classes, and this is perfectly natural, as to their legal rights when it comes to a question to substituting one brand or kind of goods for another. Substitution is practiced in all lines of business, both wholesale and retail. Not all of it is done maliciously, however. Sometimes it is done with a deliberate intent to knock out a certain brand, but probably just as often it is done merely because the brand ordered is out of stock and the next best thing is sent.

There is well settled law that governs all such transactions, some of which are legal and some absolutely illegal. I shall try to point out the difference in this article. I may as well say that this is inspired by a decision which the United States District Court at New York has just handed down in a substitution case. The plaintiff was the concern that makes Congoleum, a kind of oilcloth, and the defendant was the J. B. Greenhut Co., who have a department store in New York City. The oilcloth firm accused the department store of substituting other oilcloths; of accepting orders for Congoleum and sending something else; and of working all the plans which are usually worked to switch business from an article one does not carry, or does not wish to carry, to something else. After the case was heard the court handed down the following decree for injunction:—

> That the defendant, Greenhut Co., Inc., its servants and employees, and each and every one of them, and all persons claiming through or held under the defendant, are forever enjoined and prohibited from selling or offering for sale, directly or indirectly, any floor covering as Congoleum, unless the same is in fact the genuine; and from selling and delivering in response to orders that are specifically for Congoleum any floor covering other than the genuine Congoleum; and from representing, directly or indirectly, that any floor covering is such Congoleum unless, indeed, such floor covering is in fact such Congoleum.

From a casual reading of this it would appear as if a retailer was so completely tied up by it that he would have to sell Congoleum or nothing, but that is not the case. Below, in brief, are the things he must not do. They are also the things that no retailer can do in any case, for the above decree merely states the settled law:—

1—He may not sell—let us say—Bengal oilcloth and call it Congoleum.

2—He may not even leave his customer under the impression that Bengal oilcloth is Congoleum, if he sees the customer is under that belief.

3—He may not receive an order for Congoleum oilcloth, and without saying anything about it, fill it with Bengal.

But all these are *fraudulent* methods of substitution. They really amount to obtaining money under false pretenses, and of course they should be stopped. The whole subject is really condensed in the following extract from a leading case:—

> It is the duty of every trader not to dress up his goods or market them in such a way as to cause confusion between them and the goods of some other trader. If there is any chance of confusion he must accompany his use of his goods with affirmative distinguishing features sufficient to render deception improbable.

In other words, he must explain to his customer that he is getting Bengal instead of Congoleum. There are many cases in which merchants have gotten into trouble for failing to do this. In some cases they have gotten into trouble when they thought they were taking every precaution. There was the famous Baker's cocoa case. The original Baker is Walter Baker & Co. Another one—W. H. Baker & Co.—started in business a few years ago, and immediately litigation began which lasted several years. In the course of it a retailer got in the toils who thought he had been very careful. A customer had asked for Baker's cocoa. He told her there were two Bakers, and she, not knowing the difference, asked for the best. He gave her W. H. Baker's cocoa. The court said he had no right to do that—it was illegal substitution.

It makes no difference if the article used as a substitute is as good or even better than the original; it is still illegal substitution if it comes under the above principles.

There are cases which go so far as to hold that a dealer who represents that his article is substantially identical with another's, though the names are different, is liable to have an injunction issued against him. But there are limitations to this doctrine. No man has a right to say: "Here's the same thing under another name," unless it is literally the same. The fact that it is *practically* the same, or very similar, does not justify him. But it would be entirely legal to say "Here is the same *kind of a thing* under another name."

Of course none of the above principles touch the manufacturer or dealer who merely tries to get his customer to switch his order to something else. There are cases on the books which show that occasionally the owner of a brand has been foolish enough to think he could prevent a merchant from even arguing with a customer to take one thing instead of another. He has tried to stop him from doing even that, but he has invariably failed. The law is that merely persuading a customer who calls for particular goods that other goods are just as good or better doe constitute illegal substitution.

(*Copyright, February, 1916, Elton J. Buckley.*)

NOTE.—Requests for informatic this department should tersely se in full all the facts bearing on the and all questions should be car framed to avoid misconstruction. on one side of the sheet only. L should be received at this office later than Tuesday of each week, t sure an answer in the Monday's following. The signature and ad of the writer must accompany a quiries, and will be published less there is a request not to do so. inquiries received will be answ without charge. Address all comm cations to Legal Editor "Modern chant and Grocery World."

Pennsylvania Organizati Notes.

The Pennsylvania Retail Sho ers' Association held its annual tion on February 21st and 22d Fort Pitt Hotel, Pittsburgh. Ther a large attendance—some good sp —a big banquet, and it was conce all present to have been a big s

* * *

The Lock Haven Business Me sociation held its annual banqu the evening of February 14th Hotel Fallon. One hundred and nine business men were present. dining hall was beautifully dec and the menu was all that could sired. The affair was a great s Among the speakers introduc Toastmaster Shaffer were Or Smedley, Rev. Mr. Williams Stanislaus, Hon. M. B. Rich, Dr Sowerby and A. W. Mischoff.

The Lock Haven Association i ing rapid progress, new member being added to the roll and the has just secured a new industry shape of a new dye works, whi expected will give employment t eral hundred people. Lock Have shining example of what can complished when business men w gether.

* * *

A movement is contemplated w the retail grocers of Lancaster brought together. More later.

* * *

Williamsport has just had a s ful "Dollar Day."

* * *

The first "Dollar Day" sal Butler Business Men was a cess. A "Booster Week" is pla the early summer.

* * *

Washington County mercha planning a convention to be Charleroi early in March.

* * *

The Port Allegheny Associa banquet its members at the St House on March 2d.

* * *

The Johnstown Pure Food Sho a great success; on several ni was impossible to take care crowds who sought admission. S

HE VALUE OF BRIGHT STORES

The difficulty of mak- g a sale—whether it dry goods or vege- bles, jewelry or shoes increased tenfold in poorly lighted store. ther things being ual, the Electrically hted shop will do ore business than the ore which uses other uminants. "Indoor aylight" can only be btained by the use of azda Electric lamps.

Philadelphia Electric Co.
Tenth and Chestnut Streets

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

"The Year of Prosperity"

is here—improve on it by using our

INDEXED COUPON BOOKS

Will get you more cash customers, control your credit accounts, almost eliminate book-keeping, prevent losses from forgotten charges, disputes, etc. The best and most convenient book made. Saves labor, time and lots of trouble. Inexpensive, F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE. NO OBLIGATIONS

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

This Tells the Tale

¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT Cooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

An Important Flavoring IS

MAPLEINE

necessary to both the kitchen and the candy shop.

ORDER FROM

WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburg, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton Moneyweight Scales

S. M. TEMPLETON
13 Arch Street, Philadelphia, Pa.
District Sales Manager

VE NEED SALESMEN

gh grade men to call on Grocers connection with Star Egg Car- rs and Trays, in use to-day by per cent. of the grocers of the untry. We have openings in a w desirable territories, which fer excellent opportunities to men ability.

For particulars, apply

AR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

They Will Come In to See It Work

¶ People will come into your store to see the **Climax Computing Sanitary Slicer** work; it is so remarkable and so unusual.

¶ Slices, weighs and figures up the price. But you can buy the slicer alone if you like, and at that its the best slicer on the market.

¶ Don't think of buying a meat slicer before you see the Climax work.

THE ANDERSON COMPUTING SCALE CO.
ANDERSON, INDIANA

Women Will Thank You

¶ **Chase-O** is quite unlike any other washing help made, and can't be compared with any other. With boiling water and a little soap, it will actually do whole washes—gets rid of all the hard work. Women will thank you for introducing them to it—your own wife would. Sells for a nickel, and sells again and again. Look into it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

tary Geo. McGarry is to be complimented on his successful handling of the affair.

* * *

The first Pure Food Show held under the auspices of the Retail Grocers' Protective Union closed on Saturday night, and it was a big success. The show was held in spacious Motor Square Garden, situated in the East End. The hall was splendidly decorated and every space was taken. Among the exhibitors were several of the manufacturers in the Pennsylvania Plan, as follows: Franklin Sugar Refining Co., who occupied one of the largest spaces. Joseph Tetley Co., who demonstrated Tetley's Teas. The Diamond Match Co., who had a handsome booth and who showed the making of the Safe Home Match from start to finish. H. O. Wilbur & Sons had a magnificent exhibit of their products and it was conceded by all to have been one of the most imposing of the many exhibits, as no expense had been spared to make it attractive. The space ran from aisle to aisle and was really a model cooking school in charge of a capable teacher of domestic science. Wm. Wrigley, Jr., Co. contributed to the success of the show by providing a large number of free samples of their goods to be used by the committee as an "extra." The entire affair reflected great credit on the management and the exhibitors declared themselves as well pleased with the results.

* * *

Williamsport Retail Grocers are to give a dinner early in March.

* * *

The Inland Grocery Co. is about to incorporate, under the name of the Altoona Wholesale Grocery Co.

* * *

It was intended to hold a convention of the Merchants' Association of Schuylkill County on February 22d at Tamaqua, but it has been postponed until a later date.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

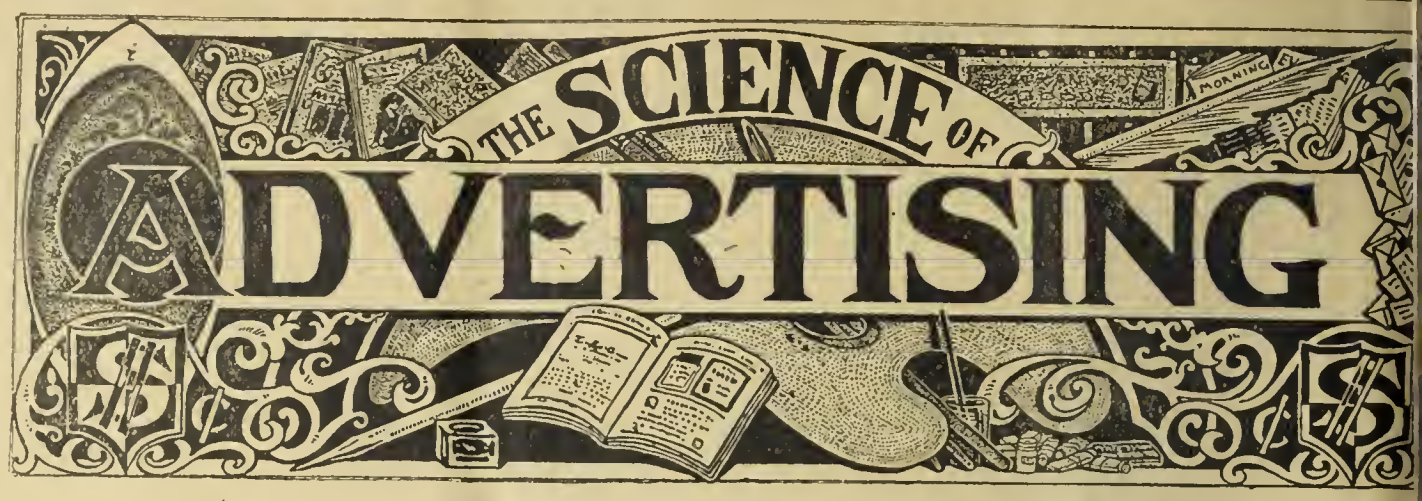
Registered, U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.



West Webster, N. Y., Feb. 7, 1916.
Editor "Science of Advertising."

Dear Sir:—I am sending you by this mail, under separate cover, copy of Webster "Herald," in which I have advertised molasses, under the heading, "Molasses—How It Is Made."

Your criticism is requested.

Yours truly,
CHAS. L. GOETZMANN.

This advertising is decidedly unusual. Many thousand pieces of advertising matter have come into this department since I took charge of it, but this I believe is the very first of this kind. It is a reading matter article entitled "Molasses: How It is Made," with an application in the last paragraph to the particular quality sold by Mr. Goetzmann. I am having it photographed so as to show the layout. It appeared in the midst of regular reading matter:—

ter wa
bel Sat-

enter-
Shoe-

xpendi-
ay held
ed from
shment
Band,
ational
yed for
, $1.00;
De; re-
total,

id for
rgeade,
aid for
eream
m and
candy,
and ice
clown
ustard,
8; paid
balance

eceived
Bier &
& Co.,
glor &
g Co.,
Galle
Conway
Ontario
. H. P.
tooches-
Har-
rd Co.,
, Wm.
Fisher,
Porrey,
John
lorrell,
Corri-
mann,
inn, L.
Swart,
Daal.
Wm.
water,
John
rill, 1.
fiddle-

MOLASSES
How it is Made

Sugar and molasses come from the sugar cane, sugar being the main product and molasses the by-product. In the United States most of the sugar and molasses is made in Louisiana, where there are 200 sugar plantations. The big ones occupy as much as 1500 acres of ground, but there are many small ones which grow the sugar cane and sell to the plantations which have sugar-making plants.

The cane is planted in November and February and harvest time is the short period from mid-October to late December. It is a strange fact that the cane in this country will produce for just two years, whereas in some countries it will produce for as long as twenty years.

Sugar cane looks like cornstalks and grows to a height of about 9 feet. It is cut by hand and the leaves and tops cut off, then taken to the sugar house. There it is placed on endless belts which carry it to the crushes, three big rollers. It passes through the first set and on to a second set, thus all the juice is extracted, dropping into tanks underneath.

Now the cane juice is clarified, and impurities removed. Then it is ready for boiling. Most planters boil in big vacuum pans which produces the better sugar. Some boil in open tanks, which produces better molasses. In either way boiling of the juice goes on until crystalization sets in. Then there is part liquid, which is molasses, and part crystals, which are sugar. At the proper point this boiling is stopped and the semi-liquid mass is put into Centrifugal machines to separate the molasses and sugar.

The Centrifugal machine consists of two big pots, one within the other, the inside one made of screen. Into it is poured the semi-liquid mass. The machine revolves rapidly and the molasses is thrown through the screen into the outer pot and the sugar remains in the inside one, thus the molasses and sugar are separated

This makes what is called "Firsts" molasses and "Firsts" sugar. Some reboil this molasses and the same process of boiling and separating is repeated and thus "Seconds" molasses and sugar are obtained. Each time that sugar is extracted the molasses becomes darker in color, heavier in body and stronger in flavor.

When boiled a third time the sugar is so fine in grain that it cannot be separated by the Centrifugal machine. So the semi-liquid mass is put into tank wagons and stands from late fall until the following April, when the sugar has deposited and the molasses can be drawn off. This makes "Thirds" and represents the lowest grade of molasses, which is commonly called Blackstrap.

Our New Orleans molasses is what is known as "Firsts" in the above article and is boiled in the open tanks. There is no higher grade of molasses. The price is 18 cents a quart or 70 cents a gallon

C. L. Goetzman
West Webster, N. Y.

SAGE AND SULPHUR DARKENS GRAY HAIR

Brush this through faded, lifeless locks and they become dark, glossy, youthful.

Hair that loses its color and lustre, or when it fades, turns gray, dull and lifeless, is caused by a lack of sulphur in the hair. Our grandmother made up a mixture of Sage Tea and Sulphur to keep her locks dark and beautiful, and thousands of women and men who value that even color, that beautiful dark shade of hair which is so attractive, use only this old-time recipe.

Nowadays we get this famous mixture by asking at any drug store for a 50 cent bottle of "Wyeth's Sage and Sulphur Compound," which darkens the hair so naturally, so evenly, that nobody can possibly tell it has been applied. Besides, it takes off dandruff, stops scalp itching and lalling hair. You just dampen a sponge or soft brush with it and draw this through your hair, taking one small strand at a time. By morning the gray hair disappears; but what delights the ladies with Wyeth's Sage and Sulphur is that, besides beautifully darkening the hair after a few applications, it also brings back the gloss and lustre and gives it an appearance of abundance.

Long ago I made up my mind that this sort of advertising does not pay. Perhaps I ought to qualify that. There is no objection to it, and it may fit in very well, done once in a while. But done very often it would be, according to my experience, money thrown away. Consumers don't seem to be much interested in matter of this kind. I believe they will usually pay more attention to it when it is served up frankly as advertising, as for instance, if Mr. Goetzmann had used a large display advertisement headed something like "Two Kinds of Molasses and Our Kind." To be followed with a much shorter talk on molasses making and the application to your own brand. All such matter ought to be boiled way d to the limit, however, for it is enough to get consumers to re even at best. I imagine tha going over this article of Goetzmann's with a blue pencil, haps a third of it could be nated without doing any vi to the text.

* * *

There is one thing that occasi advertising of this sort does creates the impression in the p mind that the grocer using it ki his business. It goes without ing that it is always beneficia do that. It may not produce cent's worth of trade that ca traced, but it helps to give the s a place and a standing, and invariably influences business in long run, for people always p to deal with a well-informed

NOTE.—This department is devote the criticism of advertising matter in, to the devising of new adverti ideas for special occasions, upon req and to the suggesting of original a tisements when data is supplied. communications sent for this Dep ment should be addressed to the Ed of Science of Advertising. They be taken up in strict rotation.

Iowa Makes Restrictions on Sale Extracts.

The following has been issued by Iowa State Food Department:—

It is our opinion that the of extracts of fractional stren is illegal in this State.

The Iowa food law sets standards for the various flav extracts. Extracts not conform to these standards do not comp with the requirements of the law

Notice is hereby given that pe sons selling sub-standard extra subject themselves to the pen l for the violation of the foregoi law.

We realize that many of our me chants have stocks of such extract as fractional strength of lemon an orange and fractional strength te penless extracts of lemon an orange on their shelves. In vie of the fact that such stocks wer generally bought in good faith thi department will tolerate, until Ma 1, 1916, the sale of such goods a may be on hand prior to March 1916.

The Star System

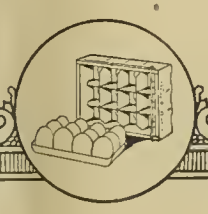
For Safe Egg Handling

Does $1.00 extra profit on each case of eggs you sell interest you? You can make at least that amount by grading your eggs and delivering them in Star Egg Carriers. Other grocers are doing it, why not you?

Let us tell you how. Write for our booklet S-176.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK



Don't Buy Baking Powder on Price

You can get a baking powder at almost any price you want to pay. You can get a baking powder that will yield you possibly a couple of hundred per cent.—if you can sell it.

But in the end you will be sorry you did not send out **Rumford** to represent you, rather than the cheap brand whose only attraction was the profit it offered.

Rumford is clean, wholesome, honest, substantial, satisfactory merchandise. It brings the customer back for more of it, and it pays you well for your work. There is no better leavener than Rumford Baking Powder.

RUMFORD CHEMICAL WORKS
Providence, R. I.

At Last! A Perfect Duplicator

Print your own Typewritten or Penwritten Letters, Drawing, Lessons, etc., on e "Modern" Duplicator. It contains no glue or gelatine. Always "Remember the odern Duplicator."

Every Business and Professional Man should own and operate a "Modern" uplicator. IT WILL SAVE YOU TIME, LABOR AND MONEY.

When you want ten, twenty, forty, fifty or more letters of the same kind, typewritten or pen written, just write one letter in the regular way, put it on Duplicator, and a strong copy is transferred to the Duplicator, remove letter and print the duplicate (fac-simile) letters. Music, Maps, Lessons, Examinations, Solicitations, Letters or anything can be duplicated in one or more colors at the same time. So simple a child can use it. Lasts for years. Can be used a hundred times each day. Letter size, 9 x 12 inches, complete. **$4.50**—less SPECIAL DISCOUNT to merchants of 20 per cent., or **3.60** net. Booklet of other sizes free. Address the manufacturers,

G. W. DURKIN & REEVES CO.

ranch, 431 Wood St. 339 Fifth Ave., Pittsburgh, Pa.

Are You Selling All Your Customers Cereals?

If **Wheatena** isn't a regular part of your cereal stock, you probably aren't selling cereals to some of your trade at all. They are apt to be your best trade, too.

Wheatena seems to appeal particularly to good, substantial, well-to-do people. They use it year after year—you never have to sell them. We guarantee it no matter whose hands it is in.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

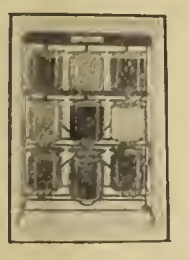
RAKERJACK
TRADE MARK

Patented

Display Racks Tops and Fixtures

Money makers for you. Write for full catalog or for any fixture that you may want.

Ean L. Reed Mfg. Co.
101 A Street
Sterling, Illinois



A "Crakerjac" Pickle Salesman

Sanitary Steel Slide Jar Rack

New 1916 Model just out with numerous improvements. Racks that pay for themselves in a few months. They add to your bank account as well as to the reputation of your store.

Complete with Nine Jars, $25. Six Jars, $20

Best Made

Stay Either Open or Shut

25 and 50 lb. Dried Fruit

Box Display Tops and Pail Covers

75c. Each. Barrel Tops, any size, **$1 Each**

Comply with the Pure Food Laws

and keep goods off the floor and sidewalk.

"Crakerjac" Basket Tripods

Best Made

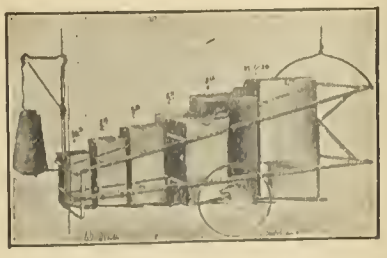
$1.75 per Dozen

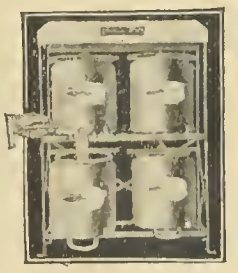
The Best Bag and Twine Holder

Can be used in any position

"Crakerjac" Sack Rack with Takeup Twine Holder. Holds more, easiest to fill, easiest to take out, twelve compartments.

$2.75 Each





No. 264

SALT FISH RACK

White Porcelain Jars with Fish in Natural Colors

Rack in White Enamel

Will treble sales of brine goods. State what kind of fish labels you want on jars.

Price, $17 Complete

This Man Believes in Bonuses to Clerks on Increased Sales

Says It is the Only Way to Make Salesmen Go the Limit in the Interest of the Store. Not Only Makes Business But Makes Profits.

It has always been a mooted question whether it was a good thing to offer retail clerks a bonus on sales as a special inducement to salesmanship. The chief objection urged against it has always been that it was apt to make nuisances out of the clerks. Mr. S. A. Sanderson, of the well-known Western retail firm of Rudge & Gunzel, Lincoln, Neb., makes an argument for giving a bonus to clerks on increased sales which we are glad to publish:—

Large jobbers, manufacturers and retailers all over the country are using the commission or bonus system in some form or another for the payment of their most efficient salesmen, and many of the best thinking salesmen could not be hired on a straight salary.

Many conscientious merchants who want to deal fairly with their clerks and pay them what they honestly earn, hesitate to raise salaries in a good year for fear that a poor year will come along and wipe out all their profits, and many a reactionary hides behind this same question as an excuse. Why not, then, pay them for results attained? So that the employee shares with the employer the chances incident to business and earn a larger or smaller amount, according to the sales or profits are larger or smaller? All realize that an employee should deliver 100 per cent. energy when they sell their services, without any additional stimulus in the way of a commission or bonus. But do they? D. yours? The average clerk on a salary of $15 a week will in time become neglectful in the matter of introducing new goods (the best and surest way of increasing sales) and be satisfied if his sales run $300 per week. Estimating that he is costing the house 5 per cent to sell, suppose you try offering this same clerk 3 per cent. bonus on all the sales above $300 per week, provided that is the basis you figure his drawing account on and see if he does not use his time and ability to better advantage.

It is especially desirable first and all the time to develop the best there is in your salespeople—to have them thoroughly believe that "the house" desires to treat them fairly and compensate them for what they deliver. The more sales the more gross profit—the less expense, the greater the turnover—the more net profit, therefore the more money in the pay envelope. You raise the objection that clerks sell customers what they don't want or need, or too much of what they do need because there was a P. M. on the same. It is a poor rule that has no exceptions or objections. Some pay clerks $1 a day and 4 per cent. of all their sales, on the same basis as a gas company charges 50 cents per month for readiness to serve and then makes a lower rate per foot for gas, or as a measured telephone service. Although an eminently fair principle, some of us do not like same on account of extra trouble. We are all human. If you know that at the end of a certain period you are to get a bonus for having sold a given amount, it's only natural to rustle to make the limit.

If the salesperson actually has the firm's best interests at heart all the time they may deliver 100 per cent. energy or efficiency, but how much more apt they are to do so if some incentive is held out. Doubtless all of you remember how, in your boyhood days, you tied a small mop of hay on a long stick a few feet in front of the old horse's nose in order to "speed him up." P. M.'s often speed up the slow selling merchandise, remnants, odd lots, etc., which must be cleaned out to make room for the new merchandise. Bonuses are something paid for introductory sales—that is, selling something besides what the customer asked for.

Pay the salesperson what he can earn and give him the opportunity to demonstrate his earning capacity by putting him on a percentage basis and see if the results do not justify the trouble and effort. Bonuses are a good speed-up proposition, but if you use them be sure you have good control of your brake and don't let the machine run away with you.

Probably the fairest way to pay commission to salespeople would be to take their last year's salary and figure what the cost of selling was; that is, what per cent., use this as a basis and then pay a commission on all sales above that amount.

If you have your business divided into departments and expect to have your department heads share in the result, why not make them share in the net profit rather than pay a commission on sales. This will stimulate them to get better prices. Keep up the gross profit. This commission should be figured after taking into consideration the average stock carried, the turnover, interest on the average stock and then pay a good sized commission on the real profit.

Thirty Years of McCray Refrigeration.

Over thirty years ago E. E. McCray commenced building refrigerators under the McCray system—patented a short time prior by his father, Hiram McCray. The McCray patents were founded on the idea that in order to have perfect refrigeration it was necessary to have a perfect circulation of air inside the refrigerator.

Mr. McCray advocated the principle that has since come to be recognized by all manufacturers of refrigerators, that cold air of itself does not refrigerate and that in order to have perfect refrigeration it is necessary to have cold, dry air that is constantly in circulation. This is the same principle by which a flowing stream purifies itself. A stagnant stream of water soon becomes foul and filled with impurities.

The McCray system of refrigeration is based on the principle that cold air descends and warm air ascends. The cold air, descending from the ice compartments, passing through the food compartments beneath it and under the partition at the bottom, is forced upward through the other food compartments and through the opening in the middle partition at the top of the ice compartment, where all moisture and impurities are condensed on the cake of ice and carried away through a water sealed drain pipe.

On this great principle of refrigeration the success of the McCray Refrigerator Co. has largely been built, but Mr. E. E. McCray did not stop with the perfection of a system that gave perfect circulation of pure, cold, dry air.

The McCray experts have investigated the requirements for every kind of refrigeration. They have devised scientifically constructed refrigerators that meet every requirement of grocers, meat markets, hotels, clubs, restaurants, residences, public institutions, hospitals, florists, confectionery stores, etc., and a line of refrigerating display cases that are recognized as standard throughout the world.

Starting with a small, poorly equipped plant at Kendallville, Ind., over thirty years ago—firmly resolved to build a better refrigerator than anyone else—the business of the McCray Refrigerator Co. has grown steadily until day its output is the greatest in vol

E. E. McCRAY,
President, McCray Refrigerator Co.

of any refrigerator concern in world, and the McCray is recogni around the world as the standard quality and efficiency.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. CRITCHLOW, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS, Prattsburgh, N. Y.

Offer No. 104.

We offer: Lipton's Tea, Stollwerck Cocoa and Chocolate at a bargain pric

300 pounds Lipton's Tea at list price less 10 per cent., Yellow Label, Re Label, Pink Label, Olive Label, ½ pound and 1-pound packages.

Stollwerck's Cocoa, list prices, less per cent., ⅛s, ½s and 1-pound t Chocolate, ¼ and ½-pound packages.

THE CUPP GROCERY CO., Johnstown, Pa.

Offer No. 107.

We offer the following:—

Special lot 100 cases Ohio E. J. Pea 70 cents doz.

15 cases No. 3 Apples, 70 cents doz.

20 cases No. 3 N. Y. State Egg Plum 90 cents doz.

10 cases No. 3 Pie Peaches, 75 cen doz.

20 cases No. 3 California Apricot $1.25 doz.

15 cases No. 3 California Slice Peaches, $1.35 doz.

3 boxes ⅛s Crafts Cocia, 26 cents

12 cases No. 1 California Apricot 85 cents doz.

We Are After You for a Customer

We sell neither **Fruit,** nor **Vegetables,** that we can't guarantee. We won't buy a pig in a poke and we won't sell one. We have learned pretty well in our fifty-five years of business what not to do.

As soon as we convince a retailer that he can constitute us his regular **Fruit and Vegetable** headquarters with absolute safety, that he can come to us for everything with perfect confidence, and **depend on what we say and do,** we have him for a permanent customer. We have held some customers on that basis for over thirty years.

Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl..$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per S. H. bbl..... 3 50
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$8 00– $9 00
Regular Jersey, good color, long keepers, per bbl. 6 00– 7 00
Regular Jersey, good color, long keepers, per crate 1 75– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $3 50
Extra Fancy, 360s, very fine, per box 3 50

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$2 85
150s, per box 2 60
176s, 200s, 216s, per box..... 2 75

Fancy Florida Oranges.

126s, per box $3 00
150s, per box 3 00
176s, 200s, 216s, per box..... 3 00

Extra Fancy Florida Grapefruit.

36s, per box $2 50
46s, per box 2 75
54s, per box 3 00
64s, per box 3 00
80s, per box 3 00

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$10 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

cases No. 2 Red Cherries, 90 cents F. o. b. Harrisburg.
WITMAN BROS.,
Harrisburg, Pa.

Offer No. 108.

offer the following peanut butter:
asses Heinz 10-cent size, at 7 cents glass.
asses Heinz 15-cent size, at 10 cents glass.
sses Beech-Nut, 25-cent size, at 17 ts per glass.
asses Beech-Nut, 15-cent size, at 10 ts per glass.
asses Beech-Nut, 10-cent size, at 7 ts per glass.
asses Martha Washington, 5-cent , at 3 cents per glass.
O. B. Lititz.
make our own peanut butter, fore we cannot sell any other kind.
LEAMAN & LEED,
Lititz, Pa.

Offer No. 109.

e type "C-A" Westinghouse Motor, ixth horse-power, single phase, 110 alternating current, 60 cycles, 2- rating; complete with small pulley otor shaft; large pulley also. Suit- for coffee mill, beef cutter, etc. be attached to lamp socket of 660 rating. This motor is strictly new, been used. Cost $25, will sell 15. E. E. HUDSON,
Chestertown, Md.

portant Notice to those Advertising n the Exchange Department.

the goods advertised do not move four weeks, will the owner kindly y us, so that the offer may be dis- nued? We desire to keep the de- ment as clean and fresh as possible. if goods don't move in four weeks, will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

FOR SALE OR RENT

STORES.

FOR SALE.—Grocery store at inventory, no charge for good will. Building at reasonable figure and easy terms. Address E. G. Koegel, Lehighton, Pa. 14

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake goods; weekly sales are from $120 to $140. Write, if interested, to John S. Harris, Locke, N. Y. 11

LEASE OR SALE OF VALUABLE STORE AND RESIDENCE.—The undersigned offers for lease or sale the large meat and provision store, with residence connected therewith, 215 Main St., Parkesburg Pa., late the residence and place of business of John E. Weaver, deceased. Present disposition of this property made necessary by reason of owner's death. Address Lida Williams Weaver, Parkesburg, Pa. 9

FOR SALE.—Grocery, meat market and bakery, one of the best locations in the city, doing a nice business; reason for selling, business in another State requiring all of our attention. Will require an investment of about $4,000 to $4,200. Please do not take our time unless you mean business. Address C. R. Lee, 212 Pennsylvania Ave., Meadville, Pa. 12

FOR SALE.—Grocery store, with or without building. Well established for the last 10 years in the best shopping spot in Fifth avenue, Brooklyn, N. Y.; guaranteed to make a good living and also to save money; would do more excellent by taking in a full line of delicatessen. Will sell stock and fixtures at inventory, and no charge for good will. Will sell reasonable to good buyer. Apply to Peck's Advertising Agency, 324 Ninth St., Brooklyn, N. Y. 11

FOR SALE.—Corner store, grocery and delicatessen, good location, West Philadelphia; $400 weekly business, all cash; latest fixtures, including coffee roaster and mill, cash register, Royal electric slicing machine (cost $275), etc. Will sacrifice stock and fixtures for $2,300. Store property rents for $55 monthly. Address C. M. L., care Grocery World Publication Co., 927 Arch St., Philadelphia. 10

FIXTURES.

FOR SALE.—Stock and grocery fixtures for sale; cheap to quick buyer. Address J. LeBrun, 273 Main St., Slatington, Pa. 11

BUSINESS OPPORTUNITIES

WANTED.—To sell interest in mercantile corporation, capitalized at $10,000, or will sell controlling interest to right party. Located in good South Carolina town, with good school. Address Mercantile, care Grocery World Publication Co., 927 Arch St., Philadelphia.

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY. FEBRUARY 28, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compouuds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Green Coffee
Roasted Coffee
Butter
Paper

DECLINES.

Flour
Peas and Beans

—1—

SUGAR.

	Barrels.
Cut Loaf	7.55
Eagle Tablets	8.40
Crystal Dominoes, 24 5-lb. pkgs	9.40
" 60 2-lb. pkgs	9.40
Patent Cubes	6.90
Confectioners' Lozenge	6.55
Powdered	6.50
Fruit Powdered	6.40
Dessert and Table, 2-lb. cartons, 48 lbs.	6.70
Granulated, fine or standard, McCahan	6.40
" " Frank in	6.45
" extra fine, bbls	6.40
" " 2-lb. bags	6.80
" " 5-lb. bags	6.80
" " 10-lb. bags	6.70
" " 25-lb. bags	6.60
" " 100-lb. bags	6.40
" coarse	6.55
Confectioners' Crystal A	6.40
A Confectioners'	6.30
A No. 1	6.25
A No. 2	6.20
Franklin B	6.05
Extra C	5.80
C	5.65

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C or Mixed	.46	.47	.48
Sunflower, I and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 100 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 100 2-oz tins per doz			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3 lb tins per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	45
½ lb., 3 doz	90
1 lb., 2 doz	1 65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.90
1-lb. cans, 1 doz., 1 can free	1.65
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1 30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.78
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.85
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.11¼
Rio, prime	.10¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.30
Java, fancy, 50-lb. lots	.29¾
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Caracas, extra fancy, washed	20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	15¼
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.14
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	16.50	16 60
Seven Day (f. o. b. N. Y.)	12 25	12 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.05
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.60
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per box	2.15

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 00
French Laundry, large, ½ gross bbl per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Pe
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30–60 lbs	.25-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.34-
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	.33-
White Rock	

CANDLES.

	Pe
P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs	
Bright Light, 16s, 30 sets to box per box	1

JARS AND JAR RUBBERS.

Mason's—	Per
Half gallons	
Quarts	
Pints	4
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz per doz.	1

CATSUP.

Snider's—	Per
16 oz., 2 doz	2 4
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	9
Tobasco, ½ pint, 2 doz	9
Beech-Nut—	
Pints	2 2
½ pints	1 3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	2.7
Medium, 25 bottles	4.2
Large, 12 bottles	3.2

—5—

CANNED GOODS.

Beans—
r's ..... .95
M., No. 2 ..... .95
obell's, 16 oz., tomato sauce or Boston
le ..... per case 1.90
r's, No. 2 ..... 1.40
Camp's, No. 2 ..... 1.40
shank's, No. 2 ..... 1.35
z's, No 2 ..... 1.40
s Head, No. 3 ..... 1.25
ry, No. 1 ..... .55
oes—
lard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.15
eans—
lard, New Jersey, No 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
y, small, No. 2 ..... 1.50
Beans—
lard, New York, No 2 ..... 1.10
a fancy, New York. No. 2 ..... 2.00
y, New York, No 2 ..... 1.50
lard, Maryland, No. 2 ..... .50
idney Beans—
lard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .95

lard, New York, No. 2 ..... .90
y, New York, No. 2 ..... 1.00
lard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
y, Maine, No. 2 ..... 1.25
Peg, No. 2 ..... .85
e grain, No. 2 5

dard, New York, No. 2 ..... 1.15
d, New York, No. 2 ..... 1.50
a sifted, New York, No. 2 ..... 2.00
dard, Southern, No. 2 ..... .75
d, Southern, No. 2 ..... 1.00
a sifted, Southern, No. 2 ..... 1.40
dard, Indiana, No. 2 ..... .75
d, Indiana, No. 2 ..... 1.00
a sifted, Indiana, No. 2 ..... 1.40
dard, Wisconsin, No. 2 ..... 1.10
d, Wisconsin, No. 2 ..... 1.40
a sifted, Wisconsin, No. 2 ..... 2.00

dard, New York, No. 2 .....
" " No. 3 ..... 1.25
" New Jersey, No. 2 .....
" " No. 3 ..... 1.10
ash—
dard, New York, No. 2 ..... 1.00
cy, New York, No. 2 ..... 1.25
dard, Maryland, No. 2 ..... .90
cy, Michigan, No. 2 ..... 1.20
agus—
ll, No. 2½ 2.00
dium, No. 2½ 2.20
ge, No. 2½ 2.50
's, No. 1 ..... 2.25
kins—
dard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
h—
dard, Maryland, No. 3 ..... .95
Krout—
dard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

ots—
ra, No. 3 ..... 2.75
No. 2½ 2.10
ra Standard, No. 2½ 1.75
dard, No. 2½ 1.50
tt Pears—
ra, No. 3 .....
No. 2½ 2.50
ra Standard, No. 2½ 2.30
dard, No. 2½ 2.15
Cherries—
ra, No. 3 .....
No. 2½ 2.90
ra Standard, No. 2½ 2.50
dard, No. 2½ 2.25
es, Lemon Cling, Sliced—
ra, No. 3 ..... 2.95
No. 2½ 2.00
ra Standard, No. 2½ 1.75
dard, No. 2½ 1.50
es, Lemon Cling—
ra, No. 3 ..... 2.95
No. 2½ 2.00
ra Standard, No. 2½ 1.75
dard, No. 2½ 1.45
es, Yellow Crawford—
ra, No. 3 ..... 2.80
No. 2½ 2.00
ra Standard, No. 2½ 1.70
dard, No. 2½ 1.40

Eastern Canned Fruits.

s—
w York State, No. 3 ..... .90
" " No. 10 ..... 2.75
berries—
Syrup, No. 2 ..... 1.35
Water, No. 2 .....
ies—
ite Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
es—
ole, No. 3 ..... 1.35
onds, No. 3 ..... 1.15
, No. 3 ..... .85
—
tlett, Extra Standard, No. 2½ 2.00
fer, syrup, No. 3 .....
" water, No. 3 .....
ts—
avy syrup, No. 2½ 1.25
ht syrup, No. 2½ 1.00
erries—
ne, in water, No. 2 ..... 1.40
berries—
ra preserved, No. 2 ..... 1.80
served, No. 2 ..... 1.60
water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Staodard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMeoamio's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz	5.00
" No. ½, flat, 4 doz	2.65
Star, No ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb , tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., rouod, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	19.00
" Fresh Mackerel, 100s	23.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normaooa, Tomato Sauce, 100s	
" Booeless, ½s, oval, 100s	14.00
Roe—	
Normaona, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. rouod tins, 100s	24.00
" " high oval tins, 100s	18.00
Salmoo—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Faocy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	14 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26 00
Booeless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	11.25
Sea Pearl, ¼s, olive oil, 100	9.40
Tea Time, ¼s, olive oil, 100	8.00
"Herringlets," olive oil, 50	7.50
Bouilloo "Herringlets," 50	5.60
Norwegian—	
King George, ¼	14.00
Nansen brand, ¼	10.50
Portugese—	
Marie Elizabeth, ¼, plain	11.00
" ¼, booeless	16.00
" ¼, peeled and booeless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semioole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival braod, cartoo, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Contioental, ¼s, key, 48	3.15
Irma, faocy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crowo brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ⅛ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vleona style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingao's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-Americao Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chickeo Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Devlled—

	No. 5 oz.	No. 10 oz.
Ham	1.60	2.80
Tongue	1.60	2.80
Chickeo	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tio.	No. ½ Tin.
Ham	1.50	2.60
Tongue	1.50	2.60
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna Freoch Truffled Sandwich Paste, 100s 27 00

Potted Chicken.

Armour's—	
Chickeo, No. ¼, 2 doz	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ¼, 4 doz	1.75

Boned Meats.

Armour's—	
Cbicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chickeo, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	17.00
Boneless Whole Ham, No. 1½	10.00
" " No. 2½	14.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Toogue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—

Readymaid Cooceotrated Soups—	Per doz.
Eleveo varieties, 10½ oz., 4 doz	.90
Chicken	.95

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chickeo, Chickeo Consomme, Chickeu Gumbo (Okra), Mulligatawoy, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.15	1.80	1.00
Green Turtle Thick	7.50	4.00	2.25
Clear Greeo Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 15, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Muttoo Broth, 6 caos per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contaios 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Cbowder, 3 Mock Turtle, 1 Mulligatawoy, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 cootains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable...case 3.70
No. 4 cootaios 6 Chickeo, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Piots.	½-Pints
Greeo Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tios, 6-lb. boxes	.33
½-lb. tios, 6-lb. boxes	.32
1-lb. tios, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
Germao's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ¼-lb. size	.33⅓
" ½-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ¼s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Croft's Cocoa aod Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tios	.30
" ½-lb. tins	.33
" 6 5-lb. caos	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz
Graod braod, ¼-lb. tins, 2 doz	1.88
" ½-lb. tios, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tios, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tios, 12-lb. box "	.37
" 5-lb. tios, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Ruokels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 aod 12-lb. boxes	.35
Premium Chocolate, ½s, 6 aod 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dalry Milk Chocolate. 24 cakes to carton	.80
Almood Bars, 24 cakes to cartoo	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ½s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweeteoed, 6-lb. ooxes, 12 boxes io case, ½-lb. pkgs	.35
Cooking Chocolate, uosweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vaoilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Bostoo Vanilla Sweet Chocolate, 50 5c. pkgs. io box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tios	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tios	.38
"Dlamood" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	.83

—9—

Almond Milk Chocolate, 48 5c. pkgs. In box ..... per box	1.65
Almond Milk Cbocolcte, 24 5c. pkgs. in box .....per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.8e
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.3

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans.....	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.5e
Milk Cbocolate Towers, ⅛-lb. boxes, 90 boxes In case.....	56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.3e

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes In case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.31	¼ lb.....	.23½
½ "	.37½	½ "	.28½
1 "	.50	1 "	.38
2 "	.65½	2 "	.49½
3 "	.78	3 "	.59
4 "	.96½	4 "	.73½
5 "	1.12	5 "	.85
6 "	1.37½	6 "	1.04
8 "	1.59	8 "	1.20½
10 "	1.81	10 "	1.37
12 "	2.12	12 "	1.60½
14 "	2.69	14 "	2.03
16 "	2.86⅓	16 "	2.17½
20 "	3.21	20 "	2.43⅓
25 "	3.56½	25 "	2.69

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams In bundle.....	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment—	Per pkg.
8x11, 1000 sheets.....	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets. per lb.	.12

Toilet—	Per case
Extra quallty, 100 rolls.....	6.00
Good " 200 "	5.25

Butter, Wax—	Per pkg.
9x12, about 480 sheets.....	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.38	.29
½ "	10M	.46	.34
1 "	8M	.60	.46
2 "	6M	.79	.59
3 "	5M	.94	.71
4 "	4M	1.17	.89
5 "	3M	1.34	1.03
6 "	3M	1.60	1.24
8 "	2M	1.92	1.45
10 "	2M	2.20	1.65
12 "	2M	2.56	1.95
14 "	1M	3.25	2.44
16 "	1M	3.47	2.64
20 "	1M	3 91	2 94
22 "	1M	4 30	3 46

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.42
24½ lbs., ¼ bbl.....	.70
49 lbs , ½ bbl	1.40

No. 1, Manilla light weight—	Per lb.
12 in rolls.....	.04
15 "	.03
18 "	.03
20 "	.03
24 "	.03

—10—

Silk Fibre, No. 1—	
9 in. rolls.....	.03¼
12 "	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼
30 "	.03¼
Paper Towels—	
25 rolls, 150 towels each, with holder and basket.....per case	4.25
25 roll lots ..... "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime.....	3.90
Baby, 1 doz., glass.....	2.10
Peninsular.....	4.75
Star, 4 doz.....	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	2.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" hotel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2 75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles.....	.10
Bisque Water.....	.10
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.10
Water Crackers.....	.09
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.17
Sweet Marie.....	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Grabam Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit.....	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09⅜
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 1 doz .....per doz.	1.40	
" " with horseradish.... "	.....	
" large, 1 doz ..... "	2.00	
" " with horseradish.... "	.....	

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sitting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, .37.... less	.38
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.22
Roquefort.....12 in case, "	.....
" .....less than case, "	.48
Parmesan, about 30 lbs.....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" In tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	.....
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	1.75
Parmesan, grated, ready for use, small bottles, per doz.	a.5e
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.27½
" " .....less than loaf	.29
" square loaves, No. 1, about 25 lbs. each.....per lb.	.23
Limburger, No. 1.....box and ½ box	.18½
" " .....less tban ½ box	.20
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	18-.20
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Tburinger, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weigbt.....per lb.	.....
Welner Wurstel, 16 in tin.....per doz.	.....
" 8 in tin..... "	.....
Imported Cervelat Sausage, Rolff's.....per lb.	.....
Imported Frankfurters.....per doz.	.....
Goose Breast, imported, marked weigbt, per lb.	.....
Pate de fois Gras, small.....per doz.	3.0c

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.28½	.30
" (Diamond S.).....	.27½	.29
" Peutonic.....	.24	.25
" Gothaer.....	.32	.33
Salami (Circle S.).....	.28½	.....
" (Diamond S.).....	.27½	.....
" (G. A. P.)	.....	.....
Landjager, sbort..... per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		2.40
Tongue Sausage.....per lb.		.18
Smoked Braunscbwelger Liver Sausage "		.18
Lacbs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.20-.22
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Tburinger Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ½ bbls	.....
Milkers, standard, bbls.....	.....
" ½ bbls.....	.....
Scotland—	
Mixed, large, fulls, bbls.....	.....
" " ½ bbls.....	15.50
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

—12—

Marinirte Herring, Imported, about 40 in pail..	
Roll Herring, imported, about 25 in pail.....	
Spiced Herring, Imported, about 40 in pail.....	
Norway Stockfish, dry.....per lb.	
Matjes Herring .....piece	

Bismarck Herring.

Round tins, witb key, pint.. .....per doz.	
" " quart.....per tin	
" " 2 quarts.....	
" " 4 quarts.....	
Roll Mops, 4-quart tin.....	
" 2-quart tin.....	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff braud.....per keg	
" 5-lb. pails.....per pail	
" 10-lb. pails..... "	
Cut Spiced, 10-lb. pails..... "	
" 5-gal. keg.....per keg	
Russian, in glass jars.....per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg .....per doz.	3
Original package.....per ½ bbl.	
Repacked, 5-lb. pails.....per pail	
" 10-lb. pails..... "	
" 5-gal. kegs..... per keg	
" ½-lb. flat tins.....per doz.	
" ½-lb. tall tins..... "	
" 1-lb. tall tins..... "	

Salt Sardellen.

Original packages, 1902.....per anker	
Repacked, kegs, about 8 lbs.....per keg	
" pint jars..... ...per doz.	
" large tumblers..... "	
" small tumblers ..... "	

Russian Caviar.

1-lb. tins.....per doz.	
½-lb. tins..... "	
¼-lb. tins..... "	
⅛-lb. tins..... "	

German Dill Pickles—Regular S

60-gal. casks, about 2000.....per cask	
50-gal. bbls., about 1200.....per bbl.	9
15-gal. kegs, about 500.....per 100	
10-gal. kegs, about 300..... "	
5-gal. kegs, about 150..... "	
10-lb. pails, about 50 .....per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....	

Domestic Sourkrout—Long Cut.

60-gal. casks.....per cask	
48-gal. bbls.....per bbl.	6
10-gal. kegs.....per keg	1 0
5-gal. kegs..... "	
10-lb. pails .....per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	
Spitzkugein ..... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 In pkg., "	
Amandines, 9-lb. tins.....per tin	
" small tins..... "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	1
" " 10-gal. keg.....	4

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	
Green Kern .....per lb.	3
Potato Flour..... "	0
German Dried Pears..... "	
Dried Mushrooms ..... "	
Juniper Berries ..... "	
St. John's Bread..... "	
Bay Leaves..... "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs.....	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	
" " choice, new, 35 lbs.....	.1
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks.....	
" about 70-lb. loaves	
McLaren's, medium, 2 doz.....per doz.	1
" Club, 2 doz..... "	1 0
Red Edam .....each	1
Philo Cream, 1 doz. 10c. size.....per doz.	9
Elkborn Pimento, 1 doz..... "	1 4

EGGS.

	Per
Nearby, candled and selected, 30 doz.....	
Western, selected.....	
Millben Farm	
Awltru, packed in cartons.....	.3

—13—

FANCY GROCERIES.

Staple Paste, 5-lb. cans	per lb.	.33
es, in oil, 6 ring bottle	per doz.	5.00
" 3 ring bottle	"	3.25
Nonpariel, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	4.25
" medium, 12 to case	"	4.50
" small, 24 to case	"	4.25
s in Maraschino, glass, 1 doz	"	7.00
howder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Powder, pints	"	3.60
4 oz	"	2.40
2 oz	"	1.40
Peas, extra fins	per case	21.00
n's Irish Oatmeal—		
cans	per doz.	3.35
c2ns	per tin	.70
cans	"	1.65
y & Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
pper, ring, pints	per doz.	1.25
" ½ pints	"	.60
one jars, 4 doz		1.75
re Marquett Mushrooms—		
choice	per case	36.00
e, 100 tins	"	35.00
l, 100 tins	"	33.00
s, ⅛	per tin	.20
⅛	"	.35
¼	"	.60
½	"	1.25
s, pickled, small size		1.20
Dunbar's, 2 doz	per doz.	2.75
s. Cordial, Bishop's, 1 doz	"	6.50
lized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
ulce, Rose's	"	4.50
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
anco-American Food Co.—		Per doz
hs for invalids, all kinds, ½ pints, 4 doz.		1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—		
tin, 100 cubes		1.70
50 cubes		.90
doz. tins, 12 cubes each		2.75
o Clam Bouillon—		
1. bottles, 1 doz		2.00
2. bottles, 1 doz		3.75
o Tomato Bouillon—		Per doz.
bottles		6.00
rt bottles		9.00
on jugs	each	2.75
r's Oxo Cubes—		
s, 10c. size	per doz.	.85
os, 25c. size	"	2.00
s, 100 cubes	per 100	1.65
r's Beef, Clam and Chicken Cubes—		
ll boxes, 12 cubes, 1 doz		2.50
ium boxes, 50 cubes	per tin	.90
e boxes, 100 cubes	"	1.70
r's Concentrated Bouillon—		
, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
r's Tomato Bouillon—		
les, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
cy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

r's Solid Extract of Beef—	Per doz,
, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
r's Fluid Beef Extract—	
les, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
rota	7.55
Midas	7.80
Medal	7.50
urne	7.35
op	7.60
ury's Best	7.55
er Idem	6.50
of the West	6.45
am	6.35
l Veil	7.55
er	7.05
Seal	6.60
r White	7.50
der's Best	7.10
h Imperial	7.30

Prepared Flours.

	Per case
lla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
oz. 14-oz.	1.44
oz. 28-oz.	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

er's Buckwheat, medium, 12s	1.48
Flap Jack Flour, 18s	1.45
Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
o, 18 pkgs	1.55
Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags, per lb.	.05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel	4.05
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags	.14
Less quantity	.14½

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s, per case	1.80
Pearl, 100-lb. bags, per bag	2.30
Grits, 100-lb. bags "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls, per bbl.	6.20
B, 100 lbs, per keg	3.25
Rolled Oats—	
Avena, 180 lbs, per bbl.	5.90
" 90 lbs, per keg	3.10
" 90 lbs, per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs, per case	2.60
Instantaneous, 50 1s "	4.00
Colburn's Hasty, 36 pkgs, per doz.	.85
Pearl, fancy, loose	.04¼
Flake	.06¼
Minute, 3 doz, per case	2.75

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Egg-O-See, 36 pkgs	1.75
E-C Corn Flakes, 36 pkgs	1.75
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—	
36 pkgs	2.85
60 pkgs	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwieback	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large, per gross	17.25
Small "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots, with ¼ gross free, per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots, with ¼ gross free, per gross	13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.87½
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz, per case	1.60
Minute Gelatine, 3 doz	1.05
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. per doz.	.90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Med. Irish, No. 2	350-400	27.00	14.10	7.25	1.60
Irish, No. 4	400-450	26.00	13.60	7.00	1.55
Large Cape Shore	100-120	17.00	9.10	4.75	1.10
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	8.00	4.60	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	9.00	5.10	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs, per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes, per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	1.30

FRESH FISH.

	Per lb.	
Halibut	.12	-.14
Bass Native		-.15
Salmon, fresh	.07	-.12
Eastern Cod		-.12
Croakers		-.06
Large Hake		-.12
Haddock		-.08
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel	.14	-.20
Snappers		-.20
Eels		-.12
Rock Fish	.18	-.25
Lobsters		-.43
Flounders		-.10
Large White Perch		-.12
Sea Bass	.08	-.12
Blue Fish		.....
Porgies		-.06
Fresh Mackerel, each		-..0
King Fish		.....
Weak Fish	.10	-.16
Butter Fish		-.06
Tile		- 08
Shad, Roe, each		1.75
" Buck "		.90
Steak Fish ½c. per lb. additional.		

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway, bbls.		5.50
" boxes		5.75

—17—

CLAMS.

Pickert's, cans, No 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5 00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs.	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size, per doz.	1.00

SEEDS.

	Per lb.
Caraway	.15
Celery	.37
Poppy	.30
Canary, bags	.08
Rape, bags	.13
Hemp, bags	.04½
Millet, 50 lbs, per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.09
" 25 lbs	.09¼
" 48 pkgs	.09½
Apricots—	
Knighthood, 10-lb. boxes	.17
Dos Palmos, choice	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Eastern, pitted, 25 lbs	.16½
Peaches—	
Jumbo, Yellow, 25 lbs	.09
Fancy Muirs, 25 lbs	.07¾
Extra choice Muirs, 25 lbs	.07¼
Extra fancy Muirs, 25 lbs	.08¼
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.15¾
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10¼
Dates—	
Dromedary, 36 pkgs, per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 14 lbs	.08¾
Hallowee, 70 lbs	.07½
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs, per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09½
50–60	.08⅜
60–70	.08
California, 25-lb. boxes—	
40– 50	.10
50– 60	
60– 70	.08¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.10½
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb pkgs	1.65
Dunham's—	Per lb
¼-lb. pkgs, 15 lbs	.29
¼ and ½-lb. pkgs, 15 lbs.	.28
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c. pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. 1 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.32½
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. .65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz	.40
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.50
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec., 207	"	.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.40 .50	.70

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Lennox, spout	6.00
5 gal., " spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	2.00
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.65

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3 70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Rihbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¼
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08
Barrels and halves, 400 and 250 lbs	.08
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.70
" " 6½ doz. to case	5.40
Extra Family—	
Barrels, halves and quarters	.13
Wooden kits, 20, 40 and 68 lbs	.13½
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2.40
3 lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OILS.

	Per gal.
Stove Gasolene	
Headlight, 150 test	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26 50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles, per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola (Corn Oil)—	
24 5½ oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans, per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.60
2 doz. 21¼-oz cans	4.80
1 doz. ½-gal. cans	6.50

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2.25
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼ oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per
Jumbo	1
Fancy, hand picked	1
Virginia, choice	1
Big Nickel, 100 cartons	3

PICKLES.

Sweet—	
16-gal. keg, 2100s	15
10-gal. keg, 1300s	10
5-gal. pail, 650s	5
16-gal. keg, 3600s	18
10-gal. keg, 2200s	12
5-gal. pail, 1100s	6
16-gal. keg, 5000s	20
10-gal. keg, 3000s	13
5-gal. pail, 1500s	7
16-gal. keg, 7500s	22
10-gal. keg, 4500s	15
5-gal. pail, 2250s	7
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	17
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6
45-gal. bbl., 2400s	23
32-gal. bbl., 1600s	13
16-gal. keg, 800s	7
5-gal. pail, 250s	2
45-gal. bhl., 3600s	20
32-gal. bbl., 2400s	14
16-gal. keg, 1200s	7
5-gal. pail, 350s	2
Chow-Chow—	
16-gal. keg	10
10-gal. keg	6
5-gal. pail	3
Sweet Pickle Relish—	
16-gal. keg	11
10-gal. keg	8
5-gal. pail	4

VINEGAR.

	Per
Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts, per doz.	2
" pints, "	1
" ½ pints "	
Cruikshank, distilled, white, per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	21
Jersey Pork, butt, per bbl.	21
" family "	23
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5-6 lbs. per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1

SCRAPPLE.

	Per c
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3
3 doz. 12-oz. cans	2

LARD AND COMPOUNDS.

	Per c
Armour's Simon Pure Leaf Lard—	
Small	7
Medium	7
Large	7
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

e Lard—		
50 lbs. net weight	per lb.	.11½
net	"	.11¼
tins	6 in crate	7.95
tins	12 in crate	8.03
tins	20 in crate	8.10
nd—		Per lb.
s and tubs, about 340 lbs		.11⅛
tubs		.11¼
tin pails, 60 lbs		.09⅝
" 60 lbs		.09¾
" 60 lbs		.09⅞

DRESSED MEATS.

ssed Stock—		Per lb.
		.10 –.14
s		.09 –.13
		.08 –.11
Calves		.14 –.16
Calves		–.19
rns and Barnyards		.10 –.13
ry Dressed		.12 –.14
s		–.16
		.12 –.14
Wethers		–.15
s		.17 –.18
Lambs		–.19
		–.12¼

BUTCHERS' SUNDRIES.

eer Tongues	each	–.80
ngues		–.60
ads, scalded		.50 –.75
eads, veal	per pair	.75 –.80
beef	per lb.	.25 –.30
ers	"	.25 –.30
dneys	per doz.	1.25
vers		.10
	per doz.	1.20
beef	per lb.	.05
eef		16.00
oin, beef, western		.22
ork, loins, city		.13
" western		.13

DRESSED POULTRY.

s—		Per lb.
rn, young hens, 8 to 10 lbs		.30 –.33
young toms, 15 to 18 lbs		.30 –.33
ens and toms		.25 –.27
non to good		.18 –.20
—		
delphia, fresh killed, 3 lbs. and er to pair, fancy		30 –.32
delphia, fresh killed, 3½ to 4 lbs.		
air		.30 –.32
delphia, fresh killed, 3 to 3½ lbs.		
pair, fancy		.30 –.32
-		
ern, fancy, heavy		.20 –.22
y Roasters, 4 to 5 lbs		.22 –.24
o good		.18 –.21
ocks		.14 –.15
—		Per doz.
, large, fancy		5.50–6.50
		4.00–5.00
		2.00–3.00

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs		.20 –.22
springers		.19 –.20
		.17 –.18
s		.12 –.13
young		.15 –.16
old		.14 –.15

ESERVES, JELLIES, JAMS AND MARMALADES.

-		Per doz.
's, pure		.95
jelly, apple flavor, 30 lbs. full weight,	per pail,	1.00
mel's, 8-oz. tumblers		.80
nal, 16 oz., 2 doz		.87½
3-lh. tins, net weight		1.95
es—		Per lb.
mel's pure, 12-oz. jars, 2 doz	per doz.	1.60
nal, 30-lb. pails		.09½
wark, 30-lb pails		.06½
" 3-lb. toy pails	per doz.	3.00
mel's, pure, 10-oz. jars, 2 doz		1.40
wark, assorted, jars, 2 doz		.90
Marmalade—		
ey's imported, 4 doz		1.90
mel's, pure, 2 doz		1 50
Nut Brand Conserves—		

	Per doz., in glass Large	Medium	Individual
berry	3 25	2.00	1.10
Raspberry	3.00	1.80	1.00
berry	3.00	1.80	1.00
	2.25	1.40	.80
erry Sauce	2.25	1.35	.80
ord Grape	2.40	1.50	.90
d Plum	2.25	1.35	.....
on Plum	2.25	1.35	.....
Currant	.....	1.80	.....
e-			
Currant	3.00	1.80	1.00
Currant	3.00	1.80	1.00
e	3.00	1.80	1.00
	2.25	1.40	.80
Apple	2.35	1.50	.90
, Spitzenberg	2.25	1.40	.80
a Jelly	.....	1.80	.....
es—			
pple, shredded	3.00	1.80	1.00
y	3.25	2.00	.....
lades—			
e Fruit	2.25	1.35	.80
ge	2.20	1.35	.80

jars packed one dozen, medium two dozen ividual three dozen per case.

—22—

Fruit Butters—		Per doz.
Apple, Southwark, 30 lbs	per pail	1.15
" " full 5-lb. slip cover tins, ½ doz	per case	1.60
" Schimmel's, 30-lb. pails	per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz	per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz	per doz.	3.15
" Mother Cook's, No. 14, 2 doz	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	25c. sz.
Castor Oil	.45	.85	1.95
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.12
Copperas	"	.02½
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.50
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	1.75
Quinine Capsules	1.25

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz. per doz.	4.00
Bath Brick, 25 in box per box	.60
Sealing Wax "	.03
Silver Sand per bbl.	1.20
Tar, pts per doz.	.....
" qts "	.....
" gals each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pine-apple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
Crescent Brand, bottles, 4 oz	5.25
" " 8 oz	9.00
" " pints	16.50
" " quarts	30.00
" " ½ gallons	5.00
" " gallons	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Pepper-mint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nut-meg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.18
" ½ bbls., 28 gals	per ½ bbl.	5.60
" kegs, 14 gals	per keg	3.10

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	dlsplay cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.06½
Comet, natural brown, 1-lb. cartons, sterilized	.06½
Comet Cereal, 1-lb. cartons, sterilized	.06½
Sola Japan Unkoted	.06 20/100
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lh. cotton bags	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may he allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	4.25
" small, 2 doz. ½ pints	2.50
Schimmel's, small 2 doz per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

—24—

SAL SODA.

Barrels, 400 lbs	per 100	.70
Kegs, 150 lbs	per 100	.80
Granulated, 60-lb. boxes	per box	.60
" Crysial Brand, 24 2½-lb. pkgs.,	per case	.80

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestersbire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lhs	.05½
" ¼-lh. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05⅛
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.30
" No. 2, 1 doz	4.10
" No. 3, ½ doz	3.25
" No. 4, ½ doz	4.35

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz.	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz.	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 60s		2.25
Red Seal Cleanser, 4 doz.		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.		1.60

Orona Soap and Cleanser—	Per doz
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumisbine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 5c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	100	bx.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry..	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naptha, 10 cartons.	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co.	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G.	72	60	3.05
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co.	60	5ct.	2.40
Polo, P. & G.	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G.	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.50
Pride, 100 bars			2.90
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c.	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Snaptine, No. 3, 100 12-oz.	4.00
Pearline, 36 [illegible] pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 [illegible] size	2.40
" " 4[illegible] size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.75
" " laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.50
" " 100s, 5c. size	3.60
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs.	3.75
Tomson's Red Seal Soap Powder, 50 pkgs.	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 100 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz.	.67½
Milk Jar, glass top, 2 doz.	.85
Water Tumblers, glass, 6 oz., 4 doz.	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz. .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.13¾	.14
"	.18¼	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African, Crystal	.11¾	.12
" Cochin	.14¾	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.17	.18
" Butchers'	.17	.18
" Red	.19	.16
" White	.25	.26
Tumeric	.09½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05
" less quantity	.05½
Cinnamon, Canton, fancy	.11
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.55
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.25
" large	.28
Pepper, black, original bags	.16
" less quantity	.17
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz.	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz.	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅞
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07¼
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs.	.03¼
Best Gloss, bulk, 50 lbs.	.03¼
Niagara, Laundry, 50 lbs., bulk	.03¼
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs.	2.50
Elastic, 64 10c. pkgs.	4.50
" 64 5c. pkgs.	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ½ gross	9.00
" Liquid, large, ½ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.07½
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	1.05
Silver, 36 pkgs, "	1.05
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz., per doz.	.37½
David's Liquid Glue "	.90
" Mucilage "	.75
" Coné General Mucilage, 2 oz., 1 doz "	.30
Le Page's Glue, bottle "	.80
" tube "	.80
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.08½
10 oz., "	.10
12 oz., "	.12
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	.92½

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	.17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	.....
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.40
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.10
" 75 feet	1.35
" 90 feet	1.50
" 100 feet	1.70
Coils or spools, ¼ inch, per lb.	.11½
Jute—	Per lb.
Reels	.08
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.45
Bertha	.39
Cora	.33
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.65

HONEY.

	Per doz.
Selser's, small bottles, 2 doz.	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz.	2.15
" medium bottles, 2 doz.	1.40
" small bottles, 2 doz	.90

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90

Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32

Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb.	2.25
" 6 10 lb.	2.15
Crystal white, 48 1½ lb.	3.50
" 24 1½ lb.	1.80
" 24 2 lb.	2.15
" 24 2½ lb.	2.55
" 12 5 lb.	2.50
" 6 10 lb.	2.40

Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	.90
No. 2½, 2 doz	1.25

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz.	
" medium, 2 doz	
Golden Tree, large, 1 doz.	
" medium, 2 doz	

WOOD AND WILLOW WAR

Brooms.

No.	Pe
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	Per
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb. per 100	
" 2 lb., oval "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	Pe
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	P
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	P
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, March 6, 1916. No. 10

Spring is coming, and with it the best season's business the country has had in years. If you don't feel that you are going to get your share of this, ask yourself why. Usually you will find the reason entirely removable.

How a Retail Grocer Increased His Business Sixty Per Cent. in Five Years. He Mostly Did It With Special "Weeks."

Chicago Court Decision Says Nobody Can Be Prosecuted for Violating Federal Food Purity Standards, Because the Standards Were Made Without Authority.

Pennsylvania Consumers Are Being Solicited to Buy Stock of the "All Package Grocery Stores Company" a New York Chain Store Concern.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

What the Name "Heinz" on Food Products Means to You—Mr. Dealer.

First of all it means satisfied customers—on which you build up good will for your store. It means confidence—steady demand—reduced sales expense—and last, but not least—the quick turnover of capital, which is what makes your business show the most profit at the end of the year.

Are you cultivating this field of established confidence in a way that is bringing you all the business on the "57 Varieties" that should normally come to you, or is some other dealer getting it?

Ask our salesman for advertising helps that will link up the demand for Heinz products with *your* store.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

Women Will Confirm This

There are other washing helps beside **Chase-O,** but every other has some weak point. One distributes the bluing unevenly, another gums the clothes up with paraffine, and so on.

Chase-O is an absolutely perfect product. It will cut the work of washing in half. We would be exceedingly foolish to make this statement if it wasn't true. Try **Chase-O** yourself, and then tell your customers what it did for you. Used with boiling water and a little soap. Nickel a box and good profit.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

At Last! A Perfect Duplicator

Print your own Typewritten or Penwritten Letters, Drowing, Lessons, etc., on the "Modern" Duplicotor. It contoins no glue or gelatine. Alwoys "Remember the Modern Duplicator."

Every Business and Professional Man should own and operate a "Modern" Duplicator. IT WILL SAVE YOU TIME, LABOR AND MONEY.

When you want ten, twenty, forty, fifty or more letters of the same kind, typewritten or pen written, just write one letter in the regular way, put it on Duplicator, and a strong copy is transferred to the Duplicater, remove letter and print the duplicate (fac-simile) letters. Music, Maps, Lessons, Examinations, Solicitations. Letters or anything can be duplicated in one or more colors at the same time. So simple a child can use it. Lasts for years. Can be used a hundred times each day. Letter size, 9 x 12 inches, complete. **$4.50**—less SPECIAL DISCOUNT to merchants of 20 per cent., or **$3.60** net. Booklet of other sizes free. Address the manufacturers,

G. W. DURKIN & REEVES CO.

Branch, 431 Wood St. 339 Fifth Ave., Pittsburgh, Pa.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

There May Be Too Much of a Good Thing

No grocer can deny that specialties fill a more important place in the average retail grocery store to-day than they ever filled before.

Every day or so the grocer is approached to order specialties, and every day he is going to become surer that it will pay him to order and handle specialties.

But if he were to order one-tenth the specialties he is asked to order, he would have to move his counters out on his sidewalk—there would be no room for them in the store.

Specialties should be ordered with care and discrimination. One ironclad rule should be adopted:—no specialty order should be signed unless they bear one or the other of the above stamps.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

Read the argument for nationally advertised goods in this issue by a retailer who increased his business 60 per cent. in five years.

You men who also want to increase your business cannot afford to ignore such an opinion as that.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, March 6, 1916. No. 10.

odern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
OCERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
vate Exchange.

All Cheeks and Drafts payable to the Gro- World Publication Co.

n independent journal published ex-sively in the interests of modern mer-nts of all classes.

ELTON J. BUCKLEY,
Editor.

DAVID EZEKIEL,
Advertising Manager.

ubscription Rates, Including Postage, Payable in Advance:

PER YEAR	
United States and Mexico	$3.00
Canada	3.50
Great Britain and Continent of Europe and Asia	4.50
gle Copies	.10

Contents.

PAGE

ow a Retail Grocer Increased His Business Sixty Per Cent. in Five Years 6

hy a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 8

litorial 10
Fine!
Three Mistakes in Regard to Cost.
A Sharp Lesson.
Fat Witted Ignorance.

nited States Court Says Nobody Can Be Prosecuted for Violating Government's Standards of Purity 11

ennsylvania Consumers Are Asked to Buy Stock of "All-Package Grocery Stores Company" 12

ew York Letter 13

PAGE

Pennsylvania Organization Notes ... 14

Country Dealers Who Ship Eggs to Large Markets, Read This..... 16

The Grocery Markets 17

Individual Market Reports 18

Goods That Are Being Advertised to Your Customers 20

Correspondence 22

"The Stroller's" Column (Contributed) 24
What's the Right of This?

Weekly Window Display Suggestions 24

Legal Department 26
No. 353.—Preventing Competitors from Stealing Your Employees.

Selling Talks with Clerks 28

Science of Advertising 28

Association News 30

Subscribers' Bargain List 30

Want Department 31

"Modern Merchant and Grocery World" Prices-Current 32

Index to Advertisements.

PAGE

"Advertising World" 9

American Specialty Manufacturers' Association 3

Anderson Computing Scale Co., The, 18

Buckley, Elton J. 9

PAGE

Borden's Condensed Milk Co. 21

Burk, Louis 23

California Associated Raisin Co. ... 31

Chase-O Manufacturing Co...Cover 2

Clipper Lawn Mower Co. 25

Clicquot Club Co., The 19

Corn Products Refining Co. 15

Crescent Manufacturing Co. 27

Dayton Moneyweight Scale Co. ... 29

Diamond Match Co., The 16

Durkin & Reeves Co., G. W...Cover 2

Fairbank Co., The N. K. 13

Fels & Co. 22

Fleischmann's Yeast 18

Forbes, J. P. 18

Franklin Sugar Refining Co., The.. 29

Genesee Pure Food Co., The..... 17

Hamilton Corporation, The 23

Heinz Co., H. J. .....Cover 2

Hires Condensed Milk Co. ...Cover 2

Howe Scale Co. 22

Indexed Coupon Books 18

International Harvester Co. 25

Lautz Bros. Co. .....Cover 2

PAGE

Lipton, Thos. J. .....Cover 4

Loose-Wiles Biscuit Co. 27

Manufacturers' Representatives (Association of) 3

Mapleine 27

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 19

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 4

Philadelphia Electric Co. 25

Piqua Bracket Co. 25

Sanitary Metal Basket Co. 18

Sherer-Gillett Co. 13

Sperry & Hutchinson 23

Star Egg Carrier and Tray Mfg. Co., 21

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, Inc., F. G. 17

Wheatena Co., The 18

Wells & Richardson Co. 11

Where to Get Premium Goods 4

Wilbur & Sons, Inc., H. O. 9

Willys-Overland Co., The 7

Wilkinson's Sons, C. 31

Wrigley & Co., Wm. 14

Written for the "Modern Merchant and Grocery World."

How a Retail Grocer Increased His Business Sixty Per Cent. in Five Years

Actual Description of the Plans Used, of Which the Chief One Was Special "Weeks." Phenomenal Results From Orange Week, Apple Week, Coffee Week and So On. The Window a Great Factor, as Are Systematically Made Inside Displays.

Winning trade for the grocery is the biggest job connected with the retail grocery business. It is the one thing that ought to be the foremost thought in the minds of both the employer and employee, for it is upon this one thing that both are dependent for a living. It matters not how good a buyer you may be; how good a system of bookkeeping; or any of the other important adjuncts you may have, without trade you would be compelled to close your doors. While these other matters are of great importance to the success of any grocery, the problem of increasing the store's sales is the greatest with which the grocer has to deal, and if he is to succeed he must be alert all the time, looking for and working out new methods.

We believe we have been very successful in winning trade for our store, having increased our sales over 60 per cent. in the past five years (our increase for 1915 alone was $10,000).

I am going to give you a few of the things and methods that proved the most successful to us in increasing our sales.

One of the things to which we have given credit for our large increase is the fact that we handle and push national advertised goods; they save us time in showing goods and explaining their merits, for the manufacturer has done this for us through his advertising. National advertised goods give perfect satisfaction—the manufacturer guarantees the quality. When a woman steps into our store for the first time she feels perfectly at home because there upon the shelves, in displays, etc., are goods which she sees and reads about in nearly every one of her magazines, and instead of feeling like a stranger in a strange land she feels at home and she receives a favorable impression of our store on her first visit and she is quite certain to come the second time, providing the prices and service are in keeping.

We also put a personal guarantee upon every article we sell; every purchase must be right, if not we make it right and we never argue with a customer. "Our customers are always right."

One of the big factors in winning trade for us is the window display. Next to good goods and good employees, the window display is of great importance in winning trade for the grocery. Its importance cannot be overestimated.

While we have always been believers in good window displays we never appreciated their value quite as much as we did this fall, when we were putting in a new front at our store. The Saturday before we started to put in the new front we sold 16 bushels of peaches in 15-cent baskets, each bushel made 12 to 13 of these baskets, or a total of 208 baskets. We kept our window full of these baskets. As soon as any were taken out we refilled it. A great many people in passing saw the fine peaches at 15 cents per and stopped to buy. The majority of them never would have stopped had it not been for the "display of peaches." On the following Saturday we had our front all torn out, but although there was nothing to hinder the people coming in, we sold only a little over four bushels of peaches, or about 70 baskets, losing us more than $30 worth of business on peaches alone, to say nothing of the other articles we might have sold had we been able to get the people into the store.

We have two windows, one in which we display fruits, vegetables, etc., and the other we use to display canned goods, bottled goods, etc. The fruit and vegetable display is changed daily in order to keep the fruit and vegetable on display fresh and bright. It is far better to leave your window empty than to leave fruits and vegetables in until they become rotten and shriveled up. This kind of a display will stop people from coming in even if they had no intention of buying fruits or vegetables.

The other window is changed at least once a week. During the summer months it is changed twice a week. Both are always washed at the time of changing. In this window we display goods we advertise or are making a special on. We also keep watch of the magazines and display in this window the goods that are being the most extensively advertised. We also use price tickets upon every item displayed in the windows. I think that grocers lose a good many sales by not having the prices upon the goods displayed.

We always endeavor to be the first grocer to display the first strawberries and watermelons in town, also other goods such as peaches, etc. This affords us a good bit of free advertising.

Another way we have used to win trade for our store, probably the most successful way we have ever used, is by conducting "Special Sales Week." They have not only proved very successful but very profitable. Last January we thought we would like to increase our sales $10,000 for 1915. This meant an increase of over $800 per month, and if we were to succeed we knew that we would have to do something that would create more business than we had ever done before and that each month would have to make its own increase or we would fail, for if one month were to fall down it would be too large an increase for the following month to make up along with its own increase.

By the middle of January we saw that if that month was to make its share of the increase we would have to get busy. Judging from the amount of apples we were selling and the extra low prices prevailing at that time we thought it would be a good time for an "Apple Week." We purchased our apples in 25-barrel lots, not thinking we would sell over 50 barrels at the most. We drew up an ad. and had it appear in all our local papers three days in advance announcing "Apple Week" at our store. We had a large banner painted in three colors which made it very attractive; this was hung across the front of the store on the outside. This sale proved very successful, selling 128 barre It brought people into our st that had never been in before an enabled us to sell other articles t were not on sale. We had peo to drive 15 and 16 miles to buy o apples. This sale gave January h share of the increase and show a very substantial profit.

The "Apple Sale" proved so su cessful that we decided to set asi one week of each month as a sp cial period during which sal efforts were to be centered upo some one particular seasonable ite or number of items. During 19 we held ten special sales weeks, o each month excepting June an July. We skipped these tw months because we were kept bu handling the berry crop. Eve one of these sales were winner with the exception of one, wh was a "Pineapple Week" (fresh held in May, and its failure may b accounted for by the fact that it wa extremely hot weather, and wome will not can fruit during the ex tremely hot weather. But thes sales proved so successful that w are going to put on two each mont during 1916, three of which hav already been held, and if the bal ance of them prove as successful a these three did 1916 will be by f our largest and most succes year.

Following I am giving a few o these special sales and results s you can see what they are:—

In February we held an "Orang Week." During this sale we sol 375 pecks of oranges, to say not ing of the many other articles th sale enabled us to sell, also 80 doze grapefruit.

In March we had a "Coffe Week." This sale sold us 45 pounds of coffee.

In April we put on a "Raisi Week." This special sales cam paign resulted in the sale of 30 packages raisins, 302 loaves of rai sin bread and 115 dozen raisin cookies.

In August a "Peach Week" was held, selling 1050 baskets of peache and this sale brought in a goo many new customers.

In November we put on "Canned Pineapple Week." This sale was a winner, selling 82 cans of pineapple. This was more pineapple than we would have regu larly sold in four years.

In December we had a "Candy Week," selling over 2,300 pounds

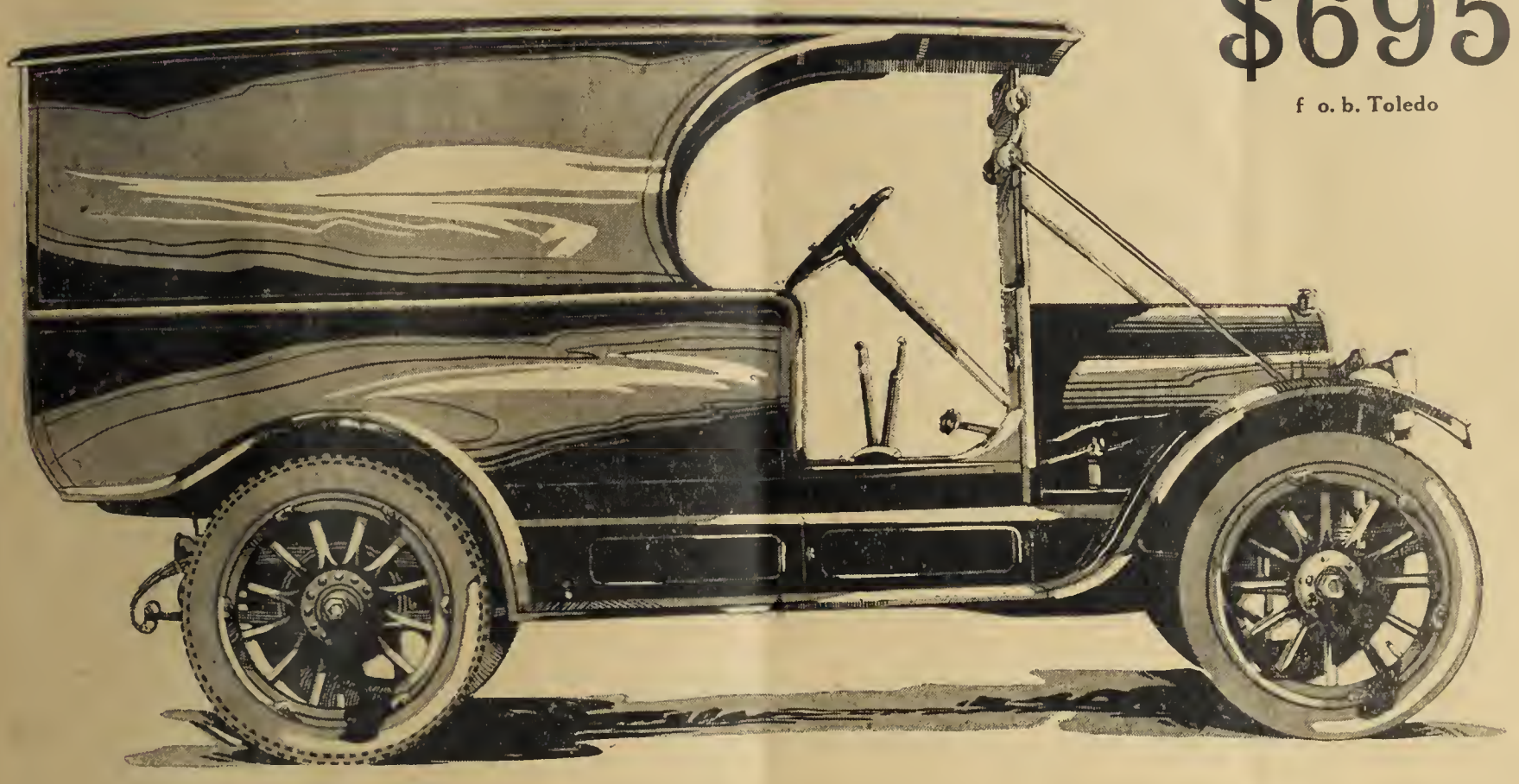
Overland

TRADE MARK REG.

MODEL 83-B

$695

f o. b. Toledo



You Can Now Get This 35 Horsepower Panel Delivery Car for $695

This is the world's record $750 Overland —with an improved motor—at a reduced price.

No car of its size ever sold as fast as this—50,000 of this chassis were sold in six months.

All the overhead expense, all the development expense and experimental cost that are usually spread over a year were absorbed in half the usual time.

So, though we improved the car, we reduced the price.

And the result is a value absolutely unmatched or even approached by any other car.

We guarantee that the price for this model will never be lower.

But material prices are advancing and we cannot guarantee that it will not be higher.

Better see the Overland dealer now and place your order at once.

We also supply the Overland Model 75 Screened Side Delivery Car for $595, f. o. b. Toledo.

Catalog on request. Please address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."

of candy, this being fully 1,300 pounds more than we ever sold during Christmas week.

These special sales have won us more trade than any other method we have ever used.

Another way we have used in winning trade is by following up our window displays with good inside displays. Special effort is put forth to induce the store visitor to make extra purchases. While the window display may bring a customer in to the store to purchase some article, it is up to the inside display to induce him to make extra purchases.

We have a display counter upon which we display goods which have just been received or which we wish to push, and we find it a wonderful help to us in increasing our sales. We will have as high as 10 or 12 articles displayed upon it at one time, all marked with a price ticket and some few remarks in regard to it. When a customer comes into the store and has ordered all she has on her list, we propose that she look over the goods displayed upon this counter; we impart to her all the knowledge we have of these articles and invariably sell at least one of these articles and often as high as 8 or 9. This counter comes in handy when a customer comes in and does not know what she wants.

Do you know if you can sell each customer that comes into your store 25 cents worth of goods more than they had any intention of buying, and you wait upon an average of 15 each day, figuring 300 working days per year, that it means an increase of $1,125? And if you employ five clerks and each does the same it means $6,000 increase a year. Surely that is worth the little extra effort it takes to do it, for it doesn't take much salesmanship to sell each customer 25 cents worth.

It pays to be thoughtful. Many times a customer leaves your store undecided, when by merely suggesting some seasonable article a sale would be made. We sell all we can while the opportunity is with us; we don't let any sales slip by us by failing to suggest some seasonable article or something on which we are making a special effort. Use your initiative in not letting any thing get by you and your efficiency will be increased as well as your sales. Thoughtfulness in suggesting articles that may be just what the customer wants, but doesn't know it, is real salesmanship. It will increase your sales.

We often open different kinds of canned goods and let the people see and sample them. The extra sales more than repay us for the can opened, to say nothing of the repeat orders we get. We have opened canned pineapple and let the people see how it was packed and to sample it; it was surprising the number of people who had never tried canned pineapple before buy a can though the display.

We have increased our sale during Lent by displaying Lenten goods, such as salt mackerel, canned salmon, sardines, etc., in an old show case out on the sidewalk. People passing by noticed the show case and stop to examine it; they are influenced by the display to make a purchase. It makes us a good many sales we would not otherwise make.

WALTER ENGARD,
Advertising and Sales Manager with M. M. Creath, Retail Grocer.
London, Ohio, March 2, 1916.

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well-known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—ED.]

No. 15.—By H. E. Sloan, Secretary Missouri and Kansas Wholesale Grocers' Association.

These trade-marked articles as they apply to the wholesale grocery business represent quite a percentage of our output, but they are a class of merchandise which is billed to the wholesale grocers at a price, less a certain trade discount. In handling such articles, except where we, ourselves, are manufacturers, we are considered by the manufacturers as distributors rather than as merchants. The manufacturers bill to us, for instance, at a price of, say, $4 per case less 10 per cent., and the 10 per cent. represents the distributor's margin of profit; and the manufacturer issues a jobbers' selling price list, which controls, if they have the privilege of enforcing it, the resale price to the retailer. In the case of laundry soaps, for instance, the resale price is graduated according to quantity sold; thus, if the list price of a single box is $4, the list price in 5-box lots would be $3.95 and the price in 10-box lots would be $3.90, while the jobber gets a 10 per cent. discount from the single-box price.

Most of these trade-marked goods are put upon the market and popularized by the force of advertising at a heavy expense to the manufacturer, and the jobber's interest in the protection of a resale price is largely in the interest of the manufacturer. The very life of a trade-marked article depends upon the continued demand for it and the service given in its distribution, and as the margin allowed the jobber is small, and if these goods are cut in price and demoralized to such an extent that the jobber cannot afford to handle them, his interest wanes and his efforts are directed in trying to force the sale of something to take the place of them in order to protect him in the proper sort of margin for the service rendered, and in meeting this obstacle it retards the free movement of the goods, renders much of the work and expense of the manufacturer nugatory; works a hardship on him which could be obviated by his right to control the resale price without detriment to the consuming public.

There are a number of articles, such as tobaccos, soaps, lye, cereals, and breakfast foods, etc., which are heavily advertised in the leading periodicals and newspapers constantly, being brought to the attention of the people morning, noon and night; and possessing undoubted merit, they eventually become known as staples in our business. Now, these articles are pounced upon, one by one, by differ houses to be used as leaders, a the prevailing price is slaughter because being well known the disguised intention is to establ the belief in the minds of the knowing consumer that all goo handled by such houses are sold the same manner and at a like c which we know is not true.

But when these trade-mark articles are slaughtered for a ce tain length of time and the pri is forced to a point of actual co and sometimes below, the jobb and the retailer begin to look f something to take the place a which will permit of a living profi and it is not unusual to find t popular trade-marked article e tirely driven out of a market fo other reason than that some pi in trade wished to show that could undersell his neighbor. W claim this is not fair, nor is it goo for general business, nor is it c any material or ultimate benefit the consumer, but on the contra it is simply the exercise of a licens to murder an established staple bu up at a heavy cost.

Now, we are in this position a jobbers, so far as these trade marked articles are concerned: W are in the position of either buckin the sale of them or we are in the sition of being forced to han them, distribute them to the trade and participate in the demoraliza tion to the extent that it robs us any opportunity to be fair and t preserve regularity in the distribu tion of our goods. In other wor if we are forced to handle a certa amount of that character of good we have got to make our losses u on something else. We are already large philanthropists in the distri bution of the great staple, sugar and the more of these articles w handle for nothing the greater we must strive to get a larger profit— a higher price—on controlled brands, private brands, and the great volume of goods for consumption with which the consumer can not possibly be familiar, such as canned goods, coffees, teas, rice, beans, spices, and many others which can not be identified by the retailer or the consumer, but which must be made to pay the loss sustained.

The sugar business, so far as the jobber is concerned, does not pay any proportion of the cost of handling it, to say nothing of a profit. In other words, we can not cart, de-

bill out, collect for, run the
t risks on sugar at any less
the maximum expense we are
r in the transaction of our busi-

It costs us on an average 8
cent. to operate the wholesale
ery business, and if we got
ugh a year with an average
it on sugar of 3 per cent. over
we would feel very well satis-
indeed. There is no profit in
lling the great commodity of
r at all, except occasionally a
ulative profit, and of course
wholesale grocer in speculating
exactly the same risk of loss
ie does of gain.

he Government would confer a
t favor upon us if it took the
ribution of sugar off our hands.
he control of the resale price, in
judgment, would tend to lessen
ate brands, for they would then
ry a satisfactory margin to the
ber, and the incentive for private
nds would not be so apparent.
e very fact that there are so
ny articles of merchandise under
le-marks and known as staples
t are sold without any profit at
on account of unfair cut-throat
petition is the reason why the
ber seeks his own private brand
t he may protect himself in a
ng profit.

Vhat the Clipper Lawn Mower Does for Lawns.

Dandelion, buck plantain and crab
ss in some sections have secured
h a hold on the lawns that it is
ost impossible to keep a sod on
m.

The Clipper Mower will drive the
ve from your lawn in one season
l give you a good strong sod.

You should start to cut the dandelions
soon as the seed tops begin to open
the seeds cannot mature; pay no
ention to the roots, they will soon
cay and disappear. Buck plantain
uld be treated the same way.

Crab grass should be cut before the
ds mature; you will find it goes to
d in June and August.

Experimenting for years has proven
e above to be correct.

The Clipper Mower is the only mower
at will cut the above and drive them
om your lawn.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

ELTON J. BUCKLEY

Editor "Modern Merchant and Grocery World"

Attorney and Counselor at Law

643-648 Land Title Building

Philadelphia, Pa.

Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

Speak to customers about

WILBUR'S COCOA

You'll find **Wilbur's Cocoa** so well known and well liked that customers are practically waiting to buy it, and all you need to do is remind them of it. **Wilbur's Cocoa** has been extensively advertised for many years, and once tried its superior flavor has always given satisfaction.

Our booklet "Cook's Tours Through Wilburland" shows consumers 60 ways to use **Wilbur's Cocoa**—as a food as well as a drink. **Wilbur's Cocoa** can be made into delicious cakes without the use of butter, which is only one of our recipes; it makes the most delicious Iced Cocoa, and our recipe for that is the only successful way of making it.

To make a long story short—once you start a customer buying **Wilbur's Cocoa** it means steady repeat sales at a good profit to you and satisfaction to her. That is the kind of articles you want to sell, because they build up permanent trade.

It will pay you to keep **Wilbur's Cocoa** displayed on your counters and in your windows at all times.

H. O. WILBUR & SONS, Inc.

Philadelphia

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY, INTEGRITY, OUR WORD

WHAT TO TELL CUSTOMERS

"We always recommend WILBUR'S COCOA because of its delicious flavor, purity and food value. Try it according to the recipes in this booklet and I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

Fine!

In an official code of instructions which the Corn Products Co. gives to its salesmen appears the following:—

> Do not overstock any man. Be very conservative. It is difficult to gauge things accurately, and it is desirable that nobody be short of Karo; but remember that it is better that your customers be sold out and looking for further supplies when you call again than that they should have too much left and thus feel that they bought too liberally on your first round. Put yourself in every dealer's place and strive to get his viewpoint. You want to make a friend of each one and get his confidence; for you can build lasting business only on confidence, and confidence does not come unless it is merited.

How fine this is! Yet there is nothing intentionally generous about it. It is business entirely. The point of the whole thing is what is for the best interests of the company. Yet the company's attitude shows that it is after all perfectly possible in a business deal to take an attitude which shall be equally advantageous to both parties. It used to be considered inevitable that what helped one man hurt the other, and the old rule was to help yourself as much as you could. It was a bad rule and a false one, as this plan of the Corn Products Co. shows. For what that concern is doing certainly helps the dealer in that it saves him from a burdensome overstock, and it certainly helps the company, for it make it friends instead of enemies.

Fat Witted Ignorance.

Some poor fat head has introduced into the New York Legislature one of the most ridiculous and revolutionary bills that it has ever been my curious fortune to see. It purports to be a food bill for the protection of the public, and first requires all canned goods to be dated with the year, month, day and hour of packing. That is foolish enough in itself, for it has been many times shown that a dating bill would have no effect except to kill the sale of canned goods more than one year old, though they may be better than the current pack.

But the dating feature is nothing compared with another feature. When canned goods become two years old, under this bill, their sale is prohibited, they are confiscated, *and the packer is compelled to redeem them in new goods,* which I add, may be grossly inferior to them.

It demonstrates nothing to call names, but I cannot deny myself the pleasure of observing that the man who conceived this bill has the head of an ignoramus and the feet of a jackass. What outrageous rot it is! Really it is a waste of time to discuss it at all. I shall not discuss it, beyond saying that it would serve the fool public right to pass a bill like this and see the price of canned goods go up.

A Sharp Lesson.

A few days ago I saw a report which an efficiency expert had rendered to a merchant who had employed him to find out why his business wasn't prospering. The report offended the merchant very deeply, but he was sensible enough to ignore that and accept the thing for what it was worth.

The paragraph which caused the offense was as follows:—

> In conclusion, I see no reason why this business should not be increased. The location is good, the class of merchandise carried is well fitted for the location, the store system is economical and there are no leaks which I was able to find. The sole reason which I am able to suggest may account for the failure of the business to increase is that the personality of the owner, through no fault of his own, is not pleasing to customers.

None are so blind as those who will not see. The merchant referred to above had evidently refused to admit to himself that he was not a pleasing person. He had certain physical peculiarities which need not be gone into here, but which would make practically everybody want to be waited on by somebody else. In spite of this he insisted on being active in the store—mingling with customers. The inevitable result was that he drove trade away and was himself the chief obstacle in the path of every plan adopted to increase the business.

I was greatly impressed several months ago by an article written by the "Stroller," about a merchant who had seen that customers did not like him to wait on them, and who, instantly acting on his knowledge, resolved to keep away and devote himself to other things.

Three Mistakes in Regard to Cost.

Most readers hereof know that there is in Washington a new trade body called the Federal Trade Commission, which was created by the Federal Trade Commission Act of last year. Its main purpose is to prevent unfair competition, but its activities seem to be widening beyond that, and it is apparently working with a sincere idea of helping and standardizing business. Already it has seen what all other students of business conditions have seen, viz., that one of the weaknesses of business as now conducted is the ignorance of thousands of dealers as to their cost of doing business. The following is an extract from a bulletin which the Commission has just issued:—

> In January the Commission published a four-page leaflet containing a statement by the vice-chairman regarding tentative plans covering two instances in which the Commission believed it might be of service, by indicating means by which business men may improve their credit standing and by improving accounting practices and establishing better standards of bookkeeping and cost accounting. The Commission calls attention to the advantages to be derived from the employment of standard systems of accounting by the various classes or groups of commercial and industrial interests, advising the adoption of such systems, however, only where it was apparent that the system then installed failed to give adequate information or could not be economically operated.

This paper and other papers cannot say too much to help this cause along. There are still merchants in business to-day, successful too, some of them, who have no idea what it costs them to do business. They merely add to the cost of their goods a percentage which they consider large enough to cover expenses and a profit. And maybe it is large enough, and maybe it is too large. Also, it may be not large enough. Even if experience has seemed to prove that it large enough, it is neverthe a slipshod way of doing bu ness.

Other retailers have made ca ful calculations as to their co and follow the results of those c culations religiously, but their f uring is wrong. Their compilatio have been unscientifically do Men of this class are just as bad off—perhaps worse off—than the of the first class.

There is still another class merchants who have read that costs the average retailer 17 p cent. to do business, and who ha accepted those figures for the selves without investigation. O retailer who did this, and who nev seemed to get ahead although he d a good business, was induced prove up his 17 per cent., and four that *his* cost of doing business w nearly 21 per cent. For years h had been netting about 4 per cen less than he thought he was netting which in some cases meant nettin a loss instead of a profit.

If I were a retailer and could any way afford it, I should emplo an accountant to go over my boo and tell me what it was costing m to do business. If it was too muc I would cut it down, if I could But I would *know.*

No Free Sugar This Year.

Acting upon instructions of the Democratic caucus of the House, the Ways and Means Committee on Tuesday reported favorably the Kitchin Bill to repeal the "free sugar" provision of the Underwood Tariff act. Following a short executive session of the committee, the bill was reported with this recommendation:—

> The free sugar provisions of Paragraphs 177 and 178 of Schedule E of the Tariff Act of October 3, 1913, provide that on and after May 1, 1916, sugar, tank bottoms, syrups of cane juice, melada, concentrated melada, concrete and concentrated molasses, molasses, sugar drainings and sugar sweepings, maple sugar and maple syrup, glucose or grape sugar, and sugar cane in its natural state, or unmanufactured, shall be admitted free of duty into the United States.
>
> The proposed bill repeals the free sugar provisions of existing law. The effect of its enactment will be to leave the present rates of duty on sugar and kindred products in full force and effect.

nited States Court Says Nobody Can Be Prosecuted for Violating Government's Standards of Purity

w Highly Important Factor Introduced Into Federal Food and Drug Act by Chicago Court's Decision in Case Against Thompson & Taylor Spice Co. Court Says Law Prescribed No Standards and Nobody Else Can Do It.

A new factor has been introduced o the enforcement of the Fed- l Food and Drugs Act. In a se tried in Chicago by the Gov- rnment against the Thompson & ylor Spice Co. for selling adul- ated peppermint extract and lterated orange extract, the rt ruled that as the law itself scribed no standards of purity food products the Govern- nt was without the power to scribe any and nobody there- e could be convicted for selling ods which were not in con- mity with Government stand- rds.

There has always been more or s uncertainty as to the standing of standards of purity and strength opted by the Government. The law itself prescribes no standards, but it does give to certain officials which it names, authority to make rules and regulations for carrying the law into effect. Several United States courts have already ruled that this includes the right to make standards, and that the Government standards will therefore have all the effect of law unless it can be shown that they are unfair. The decision now made in the Thompson-Taylor case upsets the situation, and will undoubtedly be carried to the United States Supreme Court by the Government, which—if the decision is generally adopted by other United States Courts—will be helpless where the basis of its case is violation of standards.

The case against the Thompson & Taylor Spice Co. was based on the charge that the company had sold a peppermint extract containing less than 3 per cent. of oil of peppermint (the Government standard) and orange extract containing less than 5 per cent. of oil of orange (the Government standard). At the outset of the case the point was raised that the Government had no right to make standards, therefore failure to conform to them was not illegal.

The court, after exhaustive argument, held that a person cannot be punished under the Food and Drugs Act for violating the standards of circular 19, standards created by any public officials, standards erected by custom or otherwise, because the act itself does not in terms provide for any standards, nor does it adopt any existing standards or delegate to any one the power and authority to create such standards. The court, therefore, directed that a verdict be entered finding the defendant not guilty and the defendant was accordingly discharged.

The court throughout adopted the construction contended for by counsel for the defendant, who argued that Congress deliberately omitted any provision whereby to enforce any standards of strength for such products as flavoring extracts and contended that the courts cannot by judicial legislation supply such a provision; that the standards established by the Secretary of Agriculture in circular No. 19 carry with them of course a very great moral force and many States —Illinois recently included—have adopted food standards in conformity therewith, but that so far as interstate commerce is concerned, the adoption of such standards must rest upon the voluntary consent of the manufacturer or dealer and not upon any mandate of law.

Dry Goods Business Still Ahead.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods has been in excess of the corresponding period of a year ago.

Road sales for immediate shipment are in greater volume than a year ago, and continue heavy for later spring and fall delivery.

Customers have been in the market in greater number, and their house purchases have been heavy.

Collections are normal.

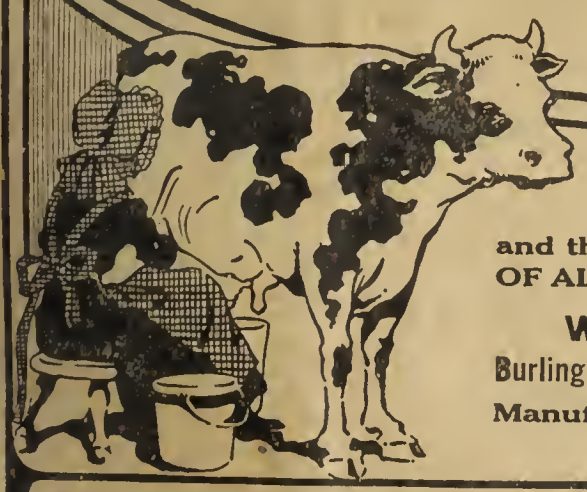
Prices are firm.

Study Your Business

Do you ever stop to think where you can increase your profits?
Next time you do, think about butter color.

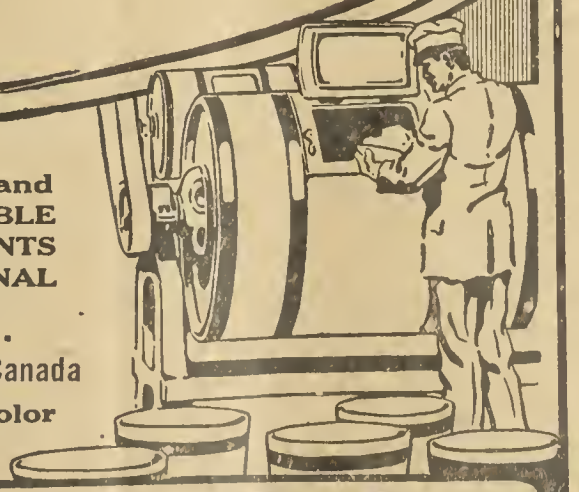
"Dandelion Brand" Butter Color

There are steady profits to be had from this staple product.
It brings customers back to you again and again.
Think it over.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color
The color with the golden shade

Pennsylvania Consumers Are Asked to Buy Stock of "All Package Grocery Stores Company."

New York Chain Store Concern, Selling No Bulk Goods, With Fifty-three Stores Already Operating and Twelve Hundred More in Prospect, is Circularizing Pennsylvania to Sell Stock. Expects to Introduce Private Brands.

The latest investment scheme to be offered to the consumers of Pennsylvania is the stock of the "All Package Grocery Stores Co.," of 217 Broadway, New York City. The literature of the scheme, most of it exceedingly well and expensively printed, is being circulated over the State, the immediate object being to sell the 7 per cent. preferred stock of the company, which carries a 200 per cent. bonus of common stock. Consumers are supposed to buy 20, or 40, or 80 shares, payable so much per month. There is a lot of guff in the literature, such as the numbering of each booklet in red, and the statement that only 240 residents of Pennsylvania will be allowed to buy blocks of 20 shares, only 180 permitted to buy 40 shares, and only 100 permitted to buy 80 shares.

With the literature comes a list of the stores already established in New York City, numbering 53.

The All Package Grocery Stores Co. is rated $100,000 to $150,000 and becomes important to everybody, as it proposes to do a mail-order business as well as to open 1,250 stores through the entire East. From an exceedingly long description of its scheme we have prepared the following summary:—

In the All-Package stores, *all* food products are in sealed, *sanitary* packages, which are plainly marked as to the net weight. You know that the food is clean and wholesome, because it is weighed automatically by machinery at the company's wholesale house, and in this process of weighing, packing and sealing, human hands do not touch the food.

And the clerks are in white uniform. Their courteous manner is a result of the training they receive at our Merchandise School.

Once every week All-Package store managers, clerks and errand boys go to the company's school, where they are taught merchandising, window display, salesmanship and how to please customers. All promotions are made from the ranks, and these clerks of to-day will become the All-Package store managers of to-morrow.

All store managers are under bond. They are made financially responsible for the good in their store, which are charged to them at the selling price, and when inventory is taken, once a month or oftener, they must have either the goods on their shelves or the money equivalent in the bank.

There are no losses through bad accounts, as all goods are sold only for cash. There are no losses from overweight; all goods are sold in sealed packages—the net weights of which are *guaranteed*.

The first All-Package store was opened on April 10, 1915, at 767 Flatbush avenue, Borough of Brooklyn, Greater New York. In *twenty-four weeks* from the day it was opened, its weekly sales had grown from $162.31 to $735.15, an increase of over 450 per cent.

Just take a look at the record of this store's weekly sales:—

Week ending April 17th (the 1st week)	$162 31
Week ending May 8th (the 4th week)	216 76
Week ending June 5th (the 8th week)	373 37
Week ending July 3d (the 12th week)	518 31
Week ending July 31st (the 16th week)	445 55
Week ending August 28th (the 20th week)	600 02
Week ending September 25th (the 24th week)	735 15

By January 25, 1916, *nine months* after the first store was opened, forty-nine additional All-Package stores had been opened in Greater New York. When the average sales of each of these *newer* stores have had time to grow to $735.00 a week, the first fifty stores will be doing business at the rate of more than $1,900,000 annually.

Beginning with the month of February, 1916, the company plans to extend its business by opening three or more new stores a week, and to increase this schedule gradually until it is opening a store a day.

The All-Package plan provides for a chain of 1,250 retail stores. These retail stores will be located in the principal cities and towns of the Eastern and Central States, with a central wholesale house for each unit of 125 or more stores. The rural population of these States will be served by parcels post, express and freight from the company's nearest wholesale house.

The mail order department of "All-Package" is becoming a most important feature of the business. The All-Package idea of putting *all* food products in sealed, sanitary packages, plainly marked as to the net weight and guaranteed as to quality, makes shopping by mail as convenient and satisfactory as personal shopping.

The "All-Package Weekly," a publication which contains information of interest and value to housewives, and which quotes lowest prices on All-Package pure food, is mailed regularly each week, to all customers of the company who reside in the rural districts and who find it more convenient to do their purchasing by mail than in person. The All-Package Grocery Stores Co. is incorporated with an *authorized* capital stock of $25,000,000, consisting of 500,000 shares of 7 per cent. cumulative preferred stock and 2,000,000 shares of common stock, both of the par value of $10.

Both the preferred and common stock are full-paid and non-assessable, the preferred stock being preferred as to assets and dividends.

This authorized capitalization provides for a total of 1,250 All-Package retail stores, with a central wholesale house for each unit of 125 or more stores.

The preferred stock is being issued *a little at a time*, as fast as the company can use the capital for the opening of additional stores.

An issue of $200,000 of preferred stock is now being allotted to 520 residents of Pennsylvania, in order to extend the company's business. With each share of preferred stock *of this issue* is given, as a bonus, two shares of common stock.

The present issue of $200,000 of 7 per cent. preferred stock, which carries with it a bonus of two shares of common stock with each share of preferred stock, is being allotted to 520 residents of your State in the following manner:—

Two hundred and forty residents in Group A will get twenty shares each of preferred stock at $10 per share (for which they will pay $200) and in addition, 40 shares of common stock of the par value of $10 per share, which is given them as a bonus.

One hundred and eighty residents in Group B will get forty shares each of preferred stock at $10 per share (for which they will pay $400) and in addition, eighty shares of common stock of the par value of $10 per share, which is given them as a bonus, and

One hundred residents in Group C will get eighty shares each of preferred stock at $10 per share (for which they will pay $800) and in addition, 160 shares of common stock of the par value of $10 per share, which is given them as a bonus.

This totals 520 residents—$200,000 of preferred stock—$400,000 of common stock.

The All-Package Grocery Stores Co. is now selling a complete line of groceries, household specialties, toilet preparations and candies.

About March 1, 1916, the company will bake and sell a 10-cent loaf of bread for 5 cents. Its new wholesale house at Bush Terminal is equipped with a most modern, sanitary and automatic baking plant, which has a capacity of 18,000 to 20,000 loaves of bread a day.

If our sales were confined to *advertised* brands of goods, on which the retail price is regulated by the manufacturer, we could not cut prices and make *large* profits. But our sales are not confined to advertised brands.

While we carry in stock nearly all advertised brands which are standard, over 50 per cent. of our total sales are in our own private brand of foods—"All-Package" Brand—and this is where our *big* profits come from.

For example: A twenty-ounce package of Quaker Oats costs 8 cents at wholesale, and if we sell it at 8 cents retail, we make only our cash discounts on purchases in large lots. We do sell Quaker Oats; we also sell All-Package Oats—identical in quality—*at thirty-two-ounce* package for 8 cents on which we make over 25 per cent. profit.

Here is the list of officers and directors: J. B. De Beltrand, president; Caspar W. Rieman, Jr., first vice-president; Louis C. Vossmeyer, second vice-president; Justus von Lengerke, third vice-president; C. L. Johnston, secretary and treasurer; Wm. F. Rothlisberger, director, formerly manager Ward Baking Co., Ampere, N. J.; Julius Brenzinger, director, vice-president Max Ams Machine Co., Bridgeport, Conn.; Charles F. Krayl, director, wholesale and retail hardware, Newark, N. J.; W. L. Sweet, Jr., director, W. L. Sweet & Co., New York City.

There is nothing whatever new about this enterprise, except the fact that no bulk goods are to be sold. There is no reason why it should not succeed, if properly managed, for the chain-store idea, when intelligently conducted, has invariably succeeded. Whether it will be a good investment for consumers, however, is another matter. So far as the sale of advertised specialties is concerned, it introduces no new factor into the situation. Obviously the All Package Co. cannot sell package goods any cheaper than stores now in the business, and when it comes to introduce its private brands, out of which it expects to make the most of its money, it will find its own troubles cut out for it. As to the mail-order end of the thing, we don't believe that the trade generally have much reason to be afraid of that. The concern cannot afford to sell advertised goods by mail at any very deeply cut price, if it sells them alone. There are no bulk goods in this scheme to make up losses out of, so that the package goods must stand on their own feet. This very largely draws the sting from the competition.

Enclosed find check for which kindly extend our subscription to "Modern Merchant and Grocery World" for another two years. We are getting more than our money's worth; we certainly would dislike to drop it.—W. D. Schealer & Son, Boyertown, Pa.

Change in Well-known Advertising Agency.

Announcement of an important change in the Mahin Advertising Co, of Chicago, Ill., was made yesterday. John Lee Mahin, founder of the company, has sold his interests to William H. Rankin, and retires at once from the presidency of the organization. Mr. Rankin, the new president of the company, has been vice-president of it during the past seven years. He came to Chicago in 1907 to assume the Western management of the Street Railways Advertising Co., under Mr. Thomas Balmer, who is now in England. He has a wide reputation as an advertising man of progressive ideas and unusual experience.

The New York Letter

ost Remarkable Food Bill Ever Introduced is Now Being Considered by New York Legislature. State Begins Prosecution of Armour & Co. for Not Putting Package Weight on Hams and Bacon. State Campaign Against Low Grade Salad Oils. Market Summary.

cial Correspondence of "Modern Merchant and Grocery World."

New York, March 3, 1916.

There is much speculation among trade here over a new food bill ich the New York Legislature is w considering. It is a bill which uld require the placing of date of packing upon canned ods. This is the old bugbear ich comes up regularly every ar, but it, up to this time, has ver become a law in any State. ie bill is the most radical piece proposed legislation which has er appeared in this country, beuse it confiscates all canned goods er they are two years old and phibits their sale and compels the anufacturer to redeem them in w goods.

Such a radical bill it is generally lieved could never pass, but if it l pass would be declared uncontutional. The bill applies to all rmetically sealed canned or prerved fruits, vegetables or other ticles of food except canned or ndensed milk. In addition to the te of packing, the can must bear label indicating the quality, name, dress and place of business of the cker or of the wholesale dealer. must also bear the place of packg. If the goods are soaked goods te word "soaked" must appear on te label in letters at least a half ich high and ¾ inch wide. No reign canned goods are subject to ie act.

The penalty is $50 fine in case of retailer and $500 in case of a jobr. There is a proviso that nothing this section shall apply to hereetically sealed or canned or prerved foods which are labeled in ccordance with the provisions of ie agricultural law and also with ie provisions of the Act of Conress, June 30, 1906, relating to isbranded and adulterated foods. obody seems to be seriously execting the bill to pass.

* * *

The State Superintendent of Weights and Measures, John J. arrell, has announced that he is waging a campaign against manufacturers of cheaper grades of salad oil, many of whom, he says, are giving the public short weight. The matter, according to the Superintendent, is so serious that he refers to it as a conspiracy between the manufacturers of low grades of salad oil and manufacturers of cans. He says it is due to the high price of cottonseed oil.

Several small can manufacturers are believed to be implicated and the plants of one of these has already been visited and several hundred short weight cans destroyed.

* * *

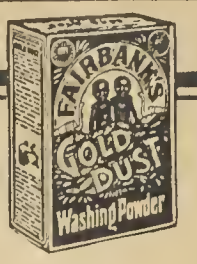
The city court at Yonkers on Thursday last found Armour & Co. guilty of violating the law which requires a statement of the net weight of the contents to be made on all cased hams and bacon. Readers hereof will remember that this is a question which has been debated between the packers and the State authorities for several months. Packers say that cased hams and bacon are not package goods, and therefore the weight need not be stated upon the label. The State authorities differ and are bringing cases against the packers, of which this is the first. The testimony showed that the wrappings cost the packers less than 5 cents a pound, but were weighed in with the ham at 18 cents. New York is one of the few States which believe that hams and bacon are package goods. The United States Government sometime ago ruled that they were not, although it will hold a meeting on Wednesday next, March 8th, to consider the question again.

The case brought in Yonkers will be considered a test case.

* * *

The information that Mr. George Willard Hopkins, formerly general sales and advertising manager for the Loose-Wiles Biscuit Co., has resigned his connection with this organization, will probably prove a great surprise to everybody who knows him.

They say every man's place can be filled, but it would seem tremendously difficult to replace Mr. Hopkins.



Bigger and bigger sales for you

GOLD DUST

Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now.*

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything.*

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

This
Pure Food Counter
Is a Money Maker

Every live grocer should have it. It displays and stores thirty lines. Increases sales by showing the goods to customers. It uses space wasted with old style counters. Saves real money by eliminating spoilage from dust and dirt—mice and other vermin. The

SHERER PURE FOOD COUNTER

is now being profitably used by 40,000 up-to-date grocers. Every one of them has a better looking store and is money ahead since installing it. Be modern! Shererize your store. Make kindling wood of your old-style, space-wasting counter. The "Sherer" is "show window," "counter" and "storage" all in one. You need it.

Send for Our Booklet J

It proves that you're losing money every day until you get a "Sherer." Also tells how you can pay us as it pays you.

Sherer-Gillett Co.
1707 So. Clark St.
Chicago

A POINTER

WRIGLEY'S spear—the sign of the perfect gum in the perfect package—has pointed a way of happiness to millions of people; not only those who have bought and enjoyed the best chewing gum made—but those who have sold it—the Retail Merchants.

The wonderful WRIGLEY distribution—so complete that any person in any corner of the United States has but to step into the nearest store to find WRIGLEY'S SPEARMINT or WRIGLEY'S DOUBLEMINT—is convincing proof of the necessity and value of dealer co-operation—without which, one of the heaviest advertising expenditures in the world would fail to secure maximum results.

Through the **Pennsylvania Plan** we hope to show the merchants of Pennsylvania not only that we believe in them, but that real co-operation between

manufacturer and merchant means better stores, increased sales and greater profits.

Don't forget that the more prominently you display it, the more benefits and profits *you* will get from this most widely advertised product in the world.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S gives you *double* value—every package has five big sticks of delicious gum AND a United Profit-Sharing Coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Mr. Hopkins started with Chase & Sanborn, tea and coffee importers of Boston. From there he became general manager of the Johnson Educator Food Co., of Boston. He left there to become specialty manager for the Loose-Wiles Biscuit Co., and was later appointed general sales and advertising manager. Two years ago he was elected vice president and director of that company which offices he has held in connection with his position of sales and advertising manager, up to the time of his resignation, which took effect February 1st.

Mr. Hopkins is a very unusual man. He is an attorney-at-law, having been admitted to the bar after working his way through college under very adverse conditions. He has a remarkably winning personality and is the man for whom the word "poise" was invented as it is a practical impossibility, no matter how many important things come to him at once, to upset his equanimity. He is a genial, self-contained gentleman at all times and we wish him all the good things that come to man.

We are informed that to fill the vacancy caused by the resignation on the Board of Directors of W. I. Yerkes of Thomas Cusack Co., chairman of the Greater New York Committee, the Board of Directors has appointed George W. Hopkins.

Summarized Market Conditions.

Tea quiet, low grade blacks very strong. War insurance and freight still very high.—Coffee unchanged. Rio and Santos steady to firm, but demand small. Milds steady and moderately active.—Sugar very strong and firm. Raws quoted at as high as 5.27 and all refiners quoting granulated at 6.35. Beet granulated has advanced to 6.25.—Currants scarce on pressure to sell. Prunes developed some slight strength but no important change. Raisins firm. Other dried fruits unchanged.—Canned tomatoes steady and unchanged at the recent decline. Demand light.—Peas and corn extremely active at unchanged prices.—Salmon strong and active. Domestic sardines firm.—Wheat unsettled and weaker. Flour about 25 cents per barrel lower for the week.

Pennsylvania Organization Notes.

On February 22d Mr. Smedley addressed the Freeport Business Men's Association at a special meeting held in the new Odd Fellows' Temple. Practically all the business and professional men of the town were present when President O. J. Saver called the meeting to order. E. O. Spotts, secretary of the Tarentum Association, made a brief talk outlining the work of that organization and suggesting matters that could

ccomplished by the Freeport Asso-
ion. At the conclusion of Mr.
dley's address brief speeches were
e by the town Burgess and other
bers. Lunch was provided and a
ral good time indulged in. Free-
is a thriving town and its business
rests are important.

* * *

n Wednesday, February 23d, the
sburgh Retail Grocers' Protective
on held a mass meeting of the gro-
of the city in Motor Square Gar-
. About 1,500 were present, mostly
mpanied by their wives. President
E. Durbin welcomed the visitors,
lained the aims of the organization
gave all those who were not mem-
a cordial invitation to join. He
introduced Mr. Smedley, the speak-
f the evening, who made an address
"The Grocer and His Trade." Out-
own guests were present from New
ghton, Trafford, Homestead, Irwin,
ndergrift, New Castle and Manor.
Pittsburgh Association is making
d progress and is working hard for
membership of 1,500.

* * *

Washington, Pa., had a successful
y-Up Week," as did Butler and
y other towns in the western end
he State.

* * *

he Southwestern District Conven-
will be held at the Fort Pitt Hotel,
sburgh, March 27th. A splendid
gramme has been prepared.

* * *

Washington County business men will
t in convention at Charleroi on
rch 16th. It is expected that there
be a large attendance.

* * *

he meeting of the Pennsylvania Sec-
aries Association was held at Al-
a on March 2d and 3d.

* * *

Washington, Pa., is sending out seven
ads of three men each, who will visit
y township in the county, carrying
message of organization and making
s on good roads, agriculture and
c development.

* * *

he Telford Board of Trade has re-
ted H. C. Hetrick, president, and
S. Kulp, secretary.

* * *

Quakertown business men observed
ruary 29th as Prosperity Day. It
. a big event.

* * *

he Pittsburgh Pure Food Show was
ig success.

* * *

harles M. Ketchum, of Washington,
l William Smedley were guests of the
in Association on February 25th.
out 100 were present and the meet-
was an inspiring one. This or-
ization has taken on new life and
y is on a solid foundation. Prac-
lly every business interest of the
n was represented and plans were
ted for many progressive move-
nts. Irwin has just set apart thirty-
acres of splendid ground for a
lic playground and is arranging for
ublic rest room. Irwin will give a
d account of itself. Following the

Karo (REG. U.S. PAT. OFF.) **Moves Quickly From Your Shelves**

You'll find **KARO** listed on a majority of the orders you receive and your customers ask for it because our advertising has taught them its many uses, while its purity and quality bring them back for more. **KARO** is easy to sell and the demand for it is increasing throughout the entire year. It moves so quickly and gives such perfect satisfaction to your customers that you will find **KARO** the most profitable syrup you can handle. Display the well known **KARO** cans where your customer can see them—you'll find it pays.

Besides its many other uses, **KARO (Crystal White)** is widely used for home preserving. It will pay you to speak of this to your customers, because **KARO** pays you more profit than sugar.

Corn Products Refining Company

NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"Cut down your sugar bills by using part **KARO** instead of all sugar in your general cooking—you will effect a material saving and at the same time improve the quality of your cooking. Write Corn Food Products Company for a cook book."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

In Pennsylvania Alone

over 30,000 matches are used every minute; they're the biggest small thing you sell. But there's one that's bigger than all the rest—bigger in service to your customers and in satisfaction to you; the *one* match that's safest for you to handle, safest for you to sell, safest for people to use. It is the

SAFE HOME MATCH

Inspected and Labeled by the Underwriters' Laboratories, Inc.

¶ The only match ever awarded a Grand Prize and Medal for practical demonstrated safety; the only match that is advertised extensively to Pennsylvania homes.

¶ The way to get home trade and *keep it at home* is to give your customers

THE VERY BEST

value for their money. The best match in the world, in every respect, is the Safe Home Match, because

The sticks are long and strong, the heads don't fly off, they never light till you want them to, they burn evenly, are NON-POISONOUS and every one a REAL match; light it anywhere. Packed in big, safe boxes to

Retail at 5 Cents

MADE ONLY BY

THE DIAMOND MATCH COMPANY - - NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"SAFE HOME MATCHES are the cheapest to buy because every one is a *real* match.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

addresses a flashlight photograph w taken of the meeting. This was f lowed by lunch and a smoker. A c load of merchants from Manor came to extend fraternal greetings.

Country Dealers Who Sh Eggs to Large Markets, Read This.

Government Says That If Eggs Shipp in Interstate Commerce Conte More Than a Certain Percent Bad Ones, They Will be Consider Adulterated.

Special Correspondence of "Modern Merch and Grocery World."

Washington, D. C.,
March 3, 1916.

The Department of Agricultu has had under consideration f some time the application of t Federal Food and Drugs Act to shipment in interstate commerce eggs in the shell, especially the tw classes of eggs known in the tra as "current receipts" and as "r jects" from candling rooms. "Cu rent receipts" contain at differe seasons of the year varying propo tions of eggs which are filthy, d composed or putrid. "Reject from candling rooms, as a rule, co tain large proportions of eggs whi are filthy, decomposed or putr and very small proportions of eg suitable for consumption.

Under the Federal Food a Drugs Act, eggs, in common wi other articles of food, are adulte ated if they consist wholly or part of a filthy, decomposed or pu rid substance. Section 2 of the a prohibits the shipment in inters commerce of foods which are a terated and it is plain that this pr hibition applies to the shipment interstate commerce of "current r ceipts" or of "rejects" from can ling rooms or of any other grade eggs in the shell unless the filt decomposed or putrid eggs ha been removed.

In the opinion of the Departm eggs which contain yolks stuc the shell, moldy eggs, black spo mixed rots, addled eggs, black ro and any other eggs which cons wholly or in part of a filthy, deco posed or putrid substance are ad terated.

The investigations of the Depa ment have shown that it is co mercially practicable, by the meth of candling, to eliminate from a given shipment most of the eggs the kinds which the Departm regards as adulterated. It is n

practice of the Department, ever, to base proceedings under Food and Drugs Act on ship- ts of eggs unless there are pres- larger percentages of bad eggs t are ordinarily present in rec- zed commercial grades of lled eggs. The Department is rmed that cases of eggs are not allowed to receive even the lowest candled egg grades if the cases contain more than one and one-half dozen or 5 per cent. of bad eggs. Country shippers who are not certain of the freshness of their eggs should candle them before shipping them in interstate commerce.

HOLT.

The Grocery Markets

Tea.

he tea market is still reported ve, with everything steady to t. About the only change for week is in low-grade blacks, ch are probably a cent higher in mpathy with Ceylon-Indias. The nsumptive demand for tea is d.

Coffee.

There has been no change in ee during the week. Rio and tos are still maintained at the ance noted last week and the k before. The Brazilian situ- n is stronger and there is also etter demand reported for do- tic purposes. No important nge in Brazils appears in sight. ds are firm in sympathy with zils and also on account of some ree of scarcity. Java and Mocha about unchanged, Java being y firm and high and Mocha still ined to be easy.

Sugar.

The sugar market has been con- erably excited during the week. R vs have advanced until at the sc of the week 5.27 was asked them. Refined sugar also ad- ced until at the week's close refiners are asking 6.35. The look for the moment is very ong. Available stocks of raw ar are in strong hands, which i undoubtedly manipulate the rket. The consumptive demand f sugar is very fair.

Fish.

All grades of mackerel are steady d firm at about unchanged prices f the week. The pre-Lenten de- nd is not making much impres- n. Cod, hake and haddock are changed and quiet. Salmon is w ted and most holders report a g d demand. Prices are un- c nged. Domestic sardines are st l firm, but in comparatively light request. There are no French sardines coming over at all and first hands holders report very light holdings, but stocks in retailers' hands will probably be sufficient at the very high prices now ruling to carry the trade until summer. Portuguese sardines, which are a sort of substitute for French, are also exceedingly scarce, but retailers are holding some and they will very likely last until at least the middle of summer. A considerable number of retailers also have a stock of Norwegian smoked sardines, but the stock in the hands of importers is very light. Prices are about 25 per cent. above normal.

Syrup and Molasses.

Glucose is 10 points off for the week. Compound syrup in seasonable demand at ruling quotations. Sugar syrup very high but not much wanted except for manufacturing. Molasses unchanged and in fair demand.

Dried Fruits.

Prunes show no change whatever. The demand is seasonable and fair. Peaches and apricots unchanged and quiet, peaches being cheap and apricots firm. Raisins, currants, dates and other dried fruits are exactly where they were a week ago.

Beans and Peas.

Pea beans are working off a little and are perhaps 10 cents per bushel cheaper than a week ago. Marrows are about where they were a week ago. The weather has not been favorable for the consumption of beans, and the situation is at the moment a little weak. California limas are unchanged and dull.

Canned Goods.

Tomatoes show no change for the week and very light demand. The statistical position is no weaker than it has been for several months. Corn and peas are unchanged, both

Dorothy's Getting Well

Dorothy, who is just getting over the measles, has no more than said, "My Goodness! Why don't they give me something good to eat?" when the wise Kewpies appear, one bearing a dish of delicious, sparkling Raspberry

JELL-O

another bringing a spoon, and one carrying from sight the hateful medicine.

Dorothy's happy face expresses her approval.

These same little Kewpies must have done a great deal towards helping the grocer out during the last two or three years, for they have been scattering sunshine and good cheer broadcast throughout America—and cheerful and sunshiny people are the best kind of customers.

THE GENESEE PURE FOOD CO., LeRoy, N.Y., and Bridgeburg, Ont.
A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products

The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

spot and future. There is a fair demand for both. Apples are dull and unchanged. California canned goods are steady to firm on account of broken assortments; prices unchanged everywhere. Small Eastern staple canned goods show no change and seasonable demand.

Butter.

The receipts of fresh butter are very light and the market is firm at prices ranging the same as a week ago with a good consumptive demand. The stocks of storage butter are being rapidly reduced, and the market is likely to remain in a firm condition. If there is any change it is likely to be a slight advance.

Cheese.

The market on full cream cheese is steady at unchanged prices, with a light consumptive demand. Stocks are reported to be light and the market is in a healthy condition. No change is likely to occur during the coming week.

Eggs.

The egg market is firm at about 3 cents per dozen more than a week ago. With a decrease in the receipts and an increase in the consumption, eggs have been cleaned up on arrival each day. The weather just now is good for production of eggs, and there are likely to be increased receipts in the near future with possible decline in price.

Provisions.

Everything in the smoked meat line is steady at unchanged prices. Pure and compound lard are slow sale at prices ranging the same as last week. Dried beef, barreled pork and canned meats are dull at unchanged prices with a light demand.

INDIVIDUAL MARKET REPORTS.

Evaporated Apples, Etc.

The evaporated apple market is very quiet here and without material change.

The export movement is at almost a complete standstill, but the lower asking prices are bringing a better domestic trade.

Strictly prime stock is quotable at 5 to 5¼ cents per pound, with choice at 5¾ to 6 cents, both in 50-pound boxes.

There is no particular interest shown by speculators, although they pick up an occasional car here and there to put into cold storage.

Raspberries are scarce, and are selling in a small way at from 26 to 27 cents per pound, in barrels.

C. C. HALL.

Rochester, N. Y.

Imported Fish Specialties.

Both the cold weather and the approaching Lent have helped the salt fish business rather materially, and the decidedly better demand for Norway mackerel which we reported last week still continues, and at the rate at which Norway mackerel are selling just now, it will not be long before stocks in first hands will be entirely cleared.

Norway herrings, in spite of their high price, continue to sell in a regular hand-to-mouth way, but both Scotch and Holland herrings are bought by the trade reluctantly on account of the prevailing extraordinarily high prices. Besides, American herrings have been selling to a very large extent where formerly both Holland and Scotch were sold only. This scarcity of both Scotch and Holland herrings and the high prices at which they are being held from necessity, will prove undoubtedly of lasting benefit to the American herrings. The trade has gotten accustomed to handle these goods now in a larger way than usual, and supplement the foreign goods with American fish, and while, of course, lots of Holland and Scotch herrings will be imported again when normal conditions return, some of this trade will be retained by the American product, and probably a big lot of it.

There has been absolutely no improvement in the imported sardine situation, as practically no shipments have arrived from Portugal, where there is no catch at the present time. Naturally, nothing has come from France, as they have but very little themselves of sardines, and shipments from Norway of sardines have never been as small for the simple reason that the prices which prevail there for smoked sardines are so enormous that it would be folly on the part of the American importer to pay the present prices and import the goods, because we could not sell them. It is a peculiar fact that the American trade will continue to sell goods which have been bought at low prices at the same low prices as they did until their stock is entirely exhausted, no matter how much the market may have advanced. This is the case in Norwegian sardine There are still instances where one fin sardines being offered at 25 and mo per cent. lower than they would co to import to-day. Naturally, owing the exorbitantly high prices of Norw sardines, the demand has suffered ve materially, and naturally, as import we have suffered accordingly, as we a unable to import these goods at a pri at which we can sell them to our trad We shall have to wait until the catch sardines in Norway improves very m terially, or until the nations now war have eaten enough sardines, so to turn to some other food product f a change.

STROHMEYER & ARPE CO.

New York.

Salmon Day Next Friday.

National Salmon Day will be cel brated throughout the country on Marc 10th. Among the innovations this ye will be the serving of salmon in th dining cars of the Western railroad Each patron will be given a portion salmon with his meal, whether he orde it or not. Special dishes of salm will be prepared for the dining c menus on that day.

John R. McFetridge & Son

Printers

927 Arch Street

Philadelphia

Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

"The Year of Prosperity"

is here—improve on it by using our

INDEXED COUPON BOOKS

Will get you more cash customers, control your credit accounts, almost eliminate bookkeeping, prevent losses from forgotten charges, disputes, etc. The best and most convenient book made. Saves labor, time and lots of trouble. Inexpensive, F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE. NO OBLIGATIONS

J. P. FORBES, Forbes Building, Coshocton, Ohio

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

More Return for the Money

¶ Wheatena will pay you better for the work done to sell it, than any other cereal on the market, bar none.

¶ The general experience is, you may have to sell the first package of Wheatena to some customers, but after that you can sit down and take it easy.

¶ Packed and guaranteed quite different from the average cereal.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

This Slicer Is Almost Human

¶ A meat slicer (Climax Computing Sanitary Slicer) that slices, weighs or computes, makes other slicers look like old-fashioned home-made contrivances. It is truly a wonderful machine, and not at all expensive.

¶ Comes without the pedestal if you like, or without the scale. Then it becomes a plain slicer, but far beyond any other in accuracy and efficiency. Write us.

THE ANDERSON COMPUTING SCALE CO.

ANDERSON, INDIANA

Bigger Grocery Profits

Your perishable stock is your biggest source of loss through waste and quality deterioration. Yet it can be made the biggest source of profit through proper preservation. This means that your refrigerator and display cases must be scientifically correct. You can stop that waste through spoilage and deterioration—minimize ice charges and turn loss into profit when you install

McCray Grocers' Refrigerators

Their construction is scientific. It provides for a constant, rapid circulation of cold dry air through every compartment. All impurities and odors are carried off through the water-sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged for either ice or mechanical refrigerators. Or, if you desire our expert draughtsman will design a refrigerator to meet your exact needs and to conform to any store arrangements.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Store of A. M. & J. Solary, New Orleans, Louisiana

TO THE TRADE—No. 2

Take as a basis the best product of its kind and make it by advertising the most popular product of its kind, and you have offered the grocer something on which he can build a growing and profitable business, provided the product carries a legitimate profit margin.

THE ADVERTISING. ***The Clicquot Club Company*** alone of the many manufacturers of ginger ale has seen the possibilities of grocers' sales of this line in a big enough way to back up their product with an efficient national and local advertising campaign, and thus make sure of eager and ready acceptance of their line when the merchant offers it to his customers.

In 1916 seven big, brilliant full pages in the Saturday Evening Post from April to August. **Ten** conspicuous insertions in Collier's Weekly. **Nine** great advertisements in the Literary Digest. **Ten** dominating insertions in Life, and added to all these from 20 to 26 beautiful and conspicuous advertisements in about 400 important daily newspapers, including some of the most prominent metropolitan dailies, and for good measure —street car and poster advertising in many places.

This is a big campaign but it is an **economical one**, because it helps to move an enormous production and because it makes it easy for **any dealer anywhere** to sell Clicquot Club Ginger Ale. Just let your trade know that you have it and it will sell itself.

THE CLICQUOT CLUB COMPANY, MILLIS, MASS.

Winner of Medal of Honar, Panama-Pacific Exhibition

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** ***Best in the World***

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

March.

The American Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Soups, one page.
Puffed Wheat and Rice, two-thirds page.
Atwood Grape Fruit, two inches.
Pear's Soap, third page.
Lucky Strike Tobacco, half page.
Beech-Nut Bacon, eight inches.
Three-in-One Oil, four inches.
Pompeian Olive Oil, one inch.
Fairy Soap, one page.

The Century Magazine.

Fairy Soap, one page.
Swift's Premium Ham, one page.
Campbell's Soups, one page.
Whitman's Products, half page.
Libby's California Fruits, one page.
Ivory Soap, one page.

Collier's Weekly.

Campbell's Ox-Tail Soup, half page.

Delineator.

Cream of Wheat, one page.
Gold Medal Flour, one page.
Crisco, one page.
Eagle Brand Condensed Milk, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Quaker Oats, half page.
Pyrex Glass Dishes, quarter page.
Grape Nuts, quarter page.
Karo Syrup, half page.
Armour's Star Ham, half page.
Puffed Wheat and Rice, half page.
Burnham & Morrill, quarter page.
Kitchen Bouquet, two and a half inches.
Heinz 57 Varieties, three-quarters page.
Dromedary Dates, eighth page.
Minute Gelatine, two inches.
Royal Baking Powder, third page.
Steero Cubes, eighth page.
Jell-O, quarter page.
Pettijohn's Breakfast Food.
Maillard's Chocolates, quarter page.
Three-in-One Oil, five inches.
Pompeian Olive Oil, one inch.
Snider's Catsup, one page.
Old Dutch Cleanser, one page.

Designer.

Cream of Wheat, one page.
Gold Medal Flour, one page.
Crisco, one page.
Eagle Brand Condensed Milk, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Grape Nuts, quarter page.
Sani Flush, six inches.
Karo Syrup, half page.
Quaker Oats, half page.
Dromedary Dates, eighth page.
Puffed Wheat and Rice, half page.
Royal Baking Powder, third page.
Steero Cubes, eighth page.
Burnham & Morrill Fish Flakes, quarter page.
Pettijohn's Breakfast Food, eighth page.
Minute Gelatine, two inches.
Pompeian Olive Oil, one inch.
Three-in-One Oil, six inches.
Snider's Catsup, one page.
Old Dutch Cleanser, one page.

Everybody's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Grape Nuts, one page.
Lucky Strike Tobacco, one page.
Three-in-One Oil, one page.
Bon Ami, one page.
Fairy Soap, one page.

Good Housekeeping.

Baker's Cocoa, one page.
Lowney's Cocoa, one page.
Maillard Chocolates, one page.
Royal Baking Powder, one page.
Armour's Simon Pure Lard, one page.
Procter & Gamble's White Naphtha Soap, one page.
Worcester Salt, one page.
Crisco, one page.
Fairy Soap, one page.
Ivory Soap, one page.
Campbell's Soups, one page.
Fels Naphtha Soap, one page.
Bon Ami, one page.
Ryzon Baking Powder, one page.
Skinner's Macaroni, one page.
Puffed Wheat and Rice, one page.
Beech-Nut Products, one page.
Frank's Meat Treats, one page.
Borden Condensed Milk Co., one page.
Gluten Flour, one inch.
Kornlet, one inch.
Cresca Delicacies, two inches.
Franklin Flour Mills, one inch.
Howard's Mayonnaise Salad Dressing, quarter page.
Steero Cubes, one page.
Kellogg's Corn Flakes, one page.
Junket, quarter page.
Teco, one page.
Colburn's Spices, quarter page.
Products of Florida Citrus Exchange, one page.
White House Coffee, quarter page.
Barrington Hall Coffee, one page.
Kellogg's Bran, quarter page.
Dromedary Cocoanut, one page.
Electro Silicon, quarter page.
Sunkist Fruits, one page.
Solarine Polish, quarter page.
Airline Honey, half page.
Purina, half page.
Pettijohn's, half page.
Sani Flush, half page.
Mystic Mit, half page.
Sunshine Biscuits, one page.
Scottissue Towels, etc., one page.
Burnett's Vanilla, one page.
Cox Gelatine, one page.
Burnham & Morrill Fish Flakes, one page.
Old Dutch Cleanser, one page.
Three-in-One Oil, one page.
Kitchen Bouquet, one page.
Minute Tapioca, one page.
Pyrex Glass Baking Dishes.

Harper's Monthly.

Shredded Wheat, one page.
Grape Nuts, one page.
White House Coffee, half page.
Beech-Nut Bacon, half page.
Cresca Delicacies, two inches.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Baker's Cocoa, quarter page.
Instant Postum, quarter page.

Ladies' Home Journal.

Quaker Oats, half page.
Colburn's Mustard, two inches.
Armour's Grape Juice, half page.
Maillard's Chocolate, quarter page.
Heinz Tomato Soup, three-quarters page.
Crisco, one page.
Kellogg Toasted Corn Flakes, one page.
Old Dutch Cleanser,.
Fairy Soap, one page.
Ivory Soap, one page.
Procter & Gamble's White Naphtha Soap, quarter page.
Pyrex Glass Baking Dishes, quarter page.
Minute Tapioca and Gelatine, quarter page.
Sunkist Lemons, quarter page.
Jell-O, one page.
Dromedary Dates, quarter page.
Underwood Deviled Hams, quarter page.
Royal Baking Powder, third page.
Airline Honey, eighth page.
Three-in-One Oil, six inches.
Gold Dust, six inches.
Pettijohn's Bran, eighth page.
Libby's Canned Goods, half page.
Sani Flush, six inches.
Puffed Wheat and Rice, half page.
Karo, half page.
Burnham & Morrill Fish Flakes, quarter page.
Liquid Veneer, eighth page.
Campbell's Soups, half page.
Pompeian Olive Oil, one inch.

The Outlook.

Ivory Soap.
Beech-Nut Bacon, quarter page.
Pettijohn's Flour, half page.
Jell-O, one page.
Quaker Oats, one page.

Ladies' World.

Cream of Wheat, one page.
Bon Ami, one page.
Campbell's Soups, half page.
Grape Nuts, quarter page.
Eagle Brand Condensed Milk, quarter page.
Puffed Wheat and Rice, half page.
Wrigley's Spearmint.
Jell-O, quarter page.
Beech-Nut Peanut Butter, quarter page.
Dromedary Dates, eighth page.
Swan's Down Cake Flour, two inches.
Quaker Oats, half page.
Knox Gelatine, quarter page.
Princine Baking Powder, quarter page.
Karo, half page.
Minute Gelatine, two inches.
Pettijohn's Flour, eighth page.
Rumford Baking Powder, quarter page.
Airline Honey, quarter page.
Burnham & Morrill Fish Flakes, quarter page.
Fairy Soap.
Sunkist Lemons, quarter page.
Lipton's Tea, quarter page.
Shredded Wheat, quarter page.
Sauer's Extracts, eighth page.
Three-in-One Oil, six inches.
Gluten Flour, one inch.
Pompeian Olive Oil, one inch.
Cox Gelatine, one inch.
Gold Dust, one page.

McCall's Magazine.

Puffed Wheat and Rice, two thirds page.
Grape Nuts, third page.
Dromedary Dates, third page.
Sunkist Lemon Juice, third page
Fels Naptha Soap, third page.
Karo Syrup, two-thirds page.
Quaker Oats, two-thirds page.
Kornlet, one inch.
Pettijohn's Flour, third page.
Burnham & Morrill Fish Flakes third page.
Jell-O, half page.
Crisco, half page.
Knox Gelatine, half page.
Royal Baking Powder, half page
Three-in-One Oil, three inches.
Gold Dust, six inches.
Wear Ever Aluminum, eight inches.
Kitchen Bouquet, three inches
Palmolive Soap, one page.

McClure's.

Packer's Tar Soap, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Puffed Wheat and Rice, half page
Eagle Condensed Milk, quarter page.
Grape Nuts, quarter page.
Velvet Tobacco, half page.
Fairy Soap, one page
Lowney's Chocolates, half page.
Sterling Gum, half page.
Heinz Tomato Soup, three-quarters page.
Lucky Strike Tobacco, quarter page.
Three-in-One Oil, four inches.
Atwood Grape Fruit, three inches

Pearson's.

Tuxedo Tobacco, one page.

Pictorial Review.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Grape Nuts, quarter page.
Old Dutch Cleanser, quarter page
Armour's Simon Pure Lard, half page.
Eagle Brand Condensed Milk, quarter page.
Minute Tapioca and Gelatine, quarter page.
Pettijohn's Flour, eighth page
Karo Syrup, half page.
Kitchen Bouquet, two inches.
Jell-O, quarter page.
Puffed Wheat and Rice, half page
Crisco, quarter page.
Postum, one page.
Knox Gelatine, quarter page.
Blue Label Ketchup, quarter page
Burnham & Morrill Fish Flakes quarter page.
Pompeian Olive Oil, one inch.
Wear Ever Aluminum, eight inches.
Dromedary Cocoanut, quarter page.
Three-in-One Oil, six inches.
Sani Flush, five inches.
Quaker Oats, half page.
Beech-Nut Peanut Butter, eight inches.

Saturday Evening Post.

Gold Medal Flour, one page.
Crisco, one page.
Johnston's Chocolates, eight page.
Pettijohn's Flour, eighth page.
Sterling Gum, half page.
Prince Albert Tobacco, one page
Quaker Oats, half page.
Nut Tootsie Rolls, eight inches
Edgworth Tobacco, one page.
Heinz Tomato Soup, three-quarters page.
Fairy Soap, one page.

Beech-Nut Bacon, quarter page.
Three-in-One Oil, quarter page.
Dromedary Dates, four inches.
Barrington Hall Baker-ized Cof-ee, quarter page.
Campbell's Soups, half page.
Sterling Gum, eighth page.
Duke's Mixture Tobacco, half page.
Dri-Foot, one page.
Pompeian Olive Oil, one inch.
Sunkist Oranges, one page.
Old Dutch Cleanser, one page.
Ivory Soap, one page.
Campbell's Soups, half page.
Kellogg's Corn Flakes, one page.
Pompeian Olive Oil, one inch.
Palmolive Soap, one page.

Scribner's Magazine.

Maillard's Chocolates, etc., half page.
Cresca Delicacies, one and a half inches.
White House Coffees, half page.
Libby's California Fruits, one page.
Ivory Soap, one page.
Shredded Wheat, one page.
Royal Baking Powder, quarter page.
Instant Postum, quarter page.
Baker's Cocoa, quarter page.

Woman's Home Companion.

Campbell's Ox-Tail Soup, one page.
Sunkist Lemons, quarter page.
Puffed Wheat and Rice, half page.
Jell-O, quarter page.
Beech-Nut Peanut Butter, four inches.
Baker's Cocoa, five inches.

The Woman's Magazine.

Cream of Wheat, one page.
Gold Medal Flour, one page.
Crisco, one page.
Eagle Brand Condensed Milk, quarter page.
Procter & Gamble's White Naphtha Soap, quarter page.
Dromedary Dates, eighth page.
Pompeian Olive Oil, one inch.
Grape Nuts, quarter page.
Karo Syrup, quarter page.
Quaker Oats, half page.
Puffed Wheat and Rice, half page.
Burnham & Morrill Fish Flakes, quarter page.
Steero Cubes, eighth page.
Pettijohn's Breakfast Food, eighth page.
Three-in-One Oil, five inches.
Minute Gelatine, two inches.
Royal Baking Powder, third page.
Sani Flush, five inches.
Snider's Catsup, one page.
Old Dutch Cleanser, one page.

The Youth's Companion.

Puffed Wheat and Rice, half page.
Quaker Oats, half page.
Swift's Premium Hams and Bacon, quarter page.
Pettijohn's Bran Flour, eighth page.
Baker's Cocoa, four inches.
White House Coffee, six inches.
Three-in-One Oil, six inches.

WE WANT SALESMEN

High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.

For particulars, apply

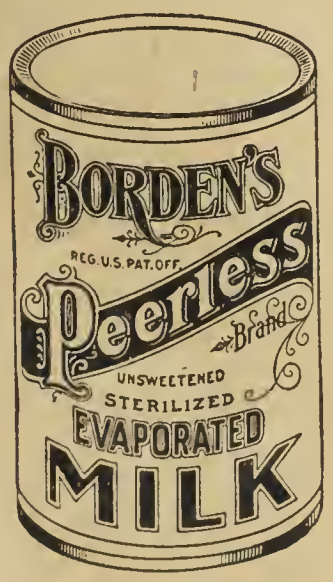
STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

Every Way That Milk Is Used

In all the various recipes and dishes of which milk is a part; for table and general household use, aud more especially infant feeding, your customers will use **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk.** You can greatly increase your sales if you will keep these brands prominently displayed upon your counters.

Borden's Milks Have Been Famous Since 1857

for their **purity and quality.** In addition to this established prestige and reputation, continued co-operation by the manufacturer, and constant advertising of **Eagle Brand Condensed Milk** and **Peerless Brand Evaporated Milk** in the leading magazines and women's publications, in newspapers and periodicals, in street cars and upon billboards, combined with the word of mouth recommendation of satisfied users everywhere, makes **Borden's Eagle Brand Condensed Milk** and **Borden's Peerless Brand Evaporated Milk** the most popular and fastest selling brands.



Borden's Condensed Milk Co.

"LEADERS OF QUALITY"

Established 1857 NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"BORDEN'S BRANDS OF MILK, both sweetened and unsweetened, are made of the highest grade raw milk by the most modern method of manufacture, and guaranteed ABSOLUTELY PURE."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

To Buy Paper Sacks.

Asbury Park, N. J., Feb. 25, 1916.
To the Editor.

Dear Sir:—Will you kindly let me know where I can get paper flour sacks to hold 5 and 7 pounds of flour.

Enclosed please find stamped envelope. Thanking you in advance for your trouble.

Yours truly,
ROBT. MCCLELLAND.

Huff Paper Co., Denckla Building, Philadelphia.

* * *

Competitive Crackers and Cakes.

Buena Vista, Pa., Feb. 28, 1916.
To the Editor.

Dear Sir:—Inclosed find stamped envelope. Will you kindly furnish us with the names of a Philadelphia and Baltimore cracker and biscuit company whose goods we can sell and compete in a measure with the syndicate 5 and 10-cent stores on cakes and crackers.

Yours truly,
THOMPSON BROS.

Frank Burns, 118 North Twenty-second street, Philadelphia; Maryland Biscuit Co., Baltimore; B. F. Stauffer, York, Pa.; Southern Biscuit Co., Richmond, Va.

* * *

A Medicine Scheme.

Buena Vista., Pa., Feb. 29, 1916.
To the Editor.

Dear Sir:—As a matter of information, please let me know through your paper as early as possible if the Dill Medicine Co. sell their goods through canvassers from house to house? I understand they do. They sell to the grocery stores and then sell below cost to the housewife, so I am told, and give them three months to pay for goods, then expect the merchant to take their goods and keep them on the shelf. This is unfair.

Thanking you in advance for the favor, as I would like to know.

Respectfully,
SUBSCRIBER.

We have made inquiries and have found no evidence at all that the Dill concern is doing such a foolish thing. If it is, it certainly deserves to be boycotted by every retailer in the business.

* * *

Organizing a Grocers' Association.

Newark, N. J., March 3, 1916.
To the Editor.

Dear Sir:—One or two grocers have asked us to give them the information on the procedure for local retail organizations. We remember reading something along this line in a back number of the "Modern Merchant and Grocery World," and we have looked through our files in vain and we cannot find the issue in question.

We are under the impression that in this article you gave a pretty good plan for the local club. Could you find us a copy and mail it? Or if you have any printed plans for local organizations to follow we will be very glad to forward them.

Send us the bill for the troub we put you to and for the wante issue. Very truly yours,
AMERICAN GROCERS' SOCIETY, IN

We have published a great de of matter regarding grocers' ass ciations, organizing methods, and on, but cannot think of any speci issue. We have accordingly a vised this correspondent to get touch with Secretary Reno Schoc of the Philadelphia Retail Grocer Association.

* * *

A Merchants Mutual Fire Insuran Company.

Bantam, Conn., Feb. 24, 1916.
To the Editor.

Dear Sir:—We think there is fire insurance just among the m chants.

Can you give us any informat in regard to the subject?

Thanking you in advance f same, we are,

Very truly yours,
MOREY & PERKINS

Several of the States maintai through their State Merchants' A sociation, a retailers' mutual f insurance company, but so far as know, Connecticut is not one these States. None of these orga izations will take business outsi of their own States.

SAVE MONEY BY ORDERING YOUR REFRIGERATOR NOW

The price of the

Howe Sanitary Refrigerators will be advanced on April 1st

All orders placed now will be taken care of at present prices and deliveries made when needed. The construction of the **Howe Sanitary Refrigerator** makes it as dry as air can be. It is the most efficient refrigerator on the market, and its use **guarantees a saving of one-third of your ice bills.** Send for illustrated catalogue.

HOWE SCALE COMPANY 508 Market Street PHILADELPHIA

WE ALSO SELL A FULL LINE OF GROCERS' FIXTURES

No dealer should

ever be without a goodly supply of **Fels-Naptha** soap. It's the easy soap for grocer and the easiest soap for consumer: And it's easy on the ***clothes*** too!

Cold Weather Specialties

Fresh Sausage, Scrapple, Souse, Liver Pudding

Burk's Fresh Sausage

Composed entirely of selected tender pieces of pork, not the ordinary trimmings commonly used. Not cheapened in price and quality by the addition of tripe, boiled rice and sundry substitutes. Correctly seasoned, not offensive to sensitive stomachs because of pungent herbs. Nutritious. In four styles—hashed fine and coarse, linked and in straight casings.

Burk's Philadelphia Scrapple

Prepared from the very best materials—good, wholesome meats and extra fine corn meal. Well boiled and seasoned to suit the most critical. Not to be compared with some cheap products of doubtful hues and colors. Burk's eats as good as it looks. Superior to farmers' products. In pans of 15 pounds each.

Burk's Pig Souse

is a seasonable specialty prepared fresh daily, in pans of five pounds each. The jelly is clear and transparent and free from vegetable gelatines and ill-smelling glue stock. Contains plenty of meat and garnished with slices of lemon and parsley.

Proves attractive when turned out of the pan, and is a quick seller, saving the consumer the trouble of cooking pig's feet, so difficult to obtain at this season of the year.

Burk's Liver Pudding

Of the usual "Burk" standard—clean and unadulterated. Rich in quality and an excellent dish when fried, or, after removing the casing, hashed with potatoes. In rings of 1 pound each.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

"S. & H." Green Stamps

Hamilton COUPONS

THE TRIPLE APPEAL

"The Sperry Magazine"

¶ OUR service is wonderfully effective to move "slow-sellers" without cutting the heart out of your profits. Let us give you the facts on the "Sperry" System.

THE SPERRY & HUTCHINSON CO.

THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

What's the Right of This?

Minersville, Pa., Feb. 24, 1916.

To "The Stroller."

Dear Sir:—I like your articles in the "Modern Merchant and Grocery World." Sometimes I cannot subscribe to all that you say. In the last issue of the paper your article on mixing politics with business is very true, and I heartily indorse it, but in reference to a man having the courage of his convictions, you make a very strong statement. Are we to understand that when a man goes into business he loses his identity or individuality? Suppose an issue is presented in the community in which a moral and State law is being violated, should a merchant take the side of right and uphold the law or should he leave it go by default? For a great many years I have had convictions that certain things were wrong and have tried to better them, and am still in business and am enjoying a measure of success.

Wishing you success in your work, I am,

Sincerely yours,

ARTHUR JONES.

Well, brother, I'll tell you.

It depends on the fellow and what he does, and how he does it. That's the whole thing in a nutshell. When it comes to voting, there ain't any check on a fellow at all. It's a secret business, voting is, and he can do as he blame pleases.

But when it comes to jumping in and campaigning—working for things—why that's different.

It's different because in this world there's a lot of cheap, mean little people who can't see that a chap can go against 'em in politics and still sell 'em good groceries.

The only way they can get back at a man for going against 'em in politics is to take their trade from him and a lot of the mean little skeezicks will do that.

If he ain't depending on his business for his living, all right—let him come right out in the open and talk as loud as he likes. But if he is depending on his business for his living, can he afford always to talk as loud as he wants to, and is he a coward when he don't do it? Listen here.

I've got a customer who's got his views about this—I wish I could get him to write 'em in. Last fall he got into a fight over electing a school director or something like that. Two chaps were candidates, one was a preacher that had been a school teacher and the other a young sport lawyer. The lawyer's father was a big shoe manufacturer in the town, with a big house and a big family—good buyer. There was some other married sons, too, all good buyers, and the whole bunch dealt with my friend.

There was a big fight over the measly little office. The shoe manufacturer wanted to push his boy to the front, but the boy was a high flyer and boozer—there was a lot of talk about him and a married woman—he didn't have much sense, either—and a lot of the best people in the place were out against him. This customer of mine was among 'em; between you and me he was one of the hottest of the lot. Consequence was, the preacher got in and the lawyer got licked.

Twenty-four hours after the election the shoe manufacturer and all of his family stopped dealing with my friend and they don't even speak to him on the street now.

He told me that little thing cost him about $70 a week. Of course that ain't breaking his back, but it was good trade and he didn't want to lose it.

You see, Brother Jones, the trouble is that you don't get any new trade by doing things like that. Nobody comes to you and says, "Here, I like the way you stood up for this or for that; I'm going to trade with you after this." People ain't built that way. The only thing you do is to *lose*. If you can afford to lose, all right. Go to it. But if you can't, why the way I look at it is that you just have to lay low.

You have to take people as they are, especially when you're getting your living out of 'em.

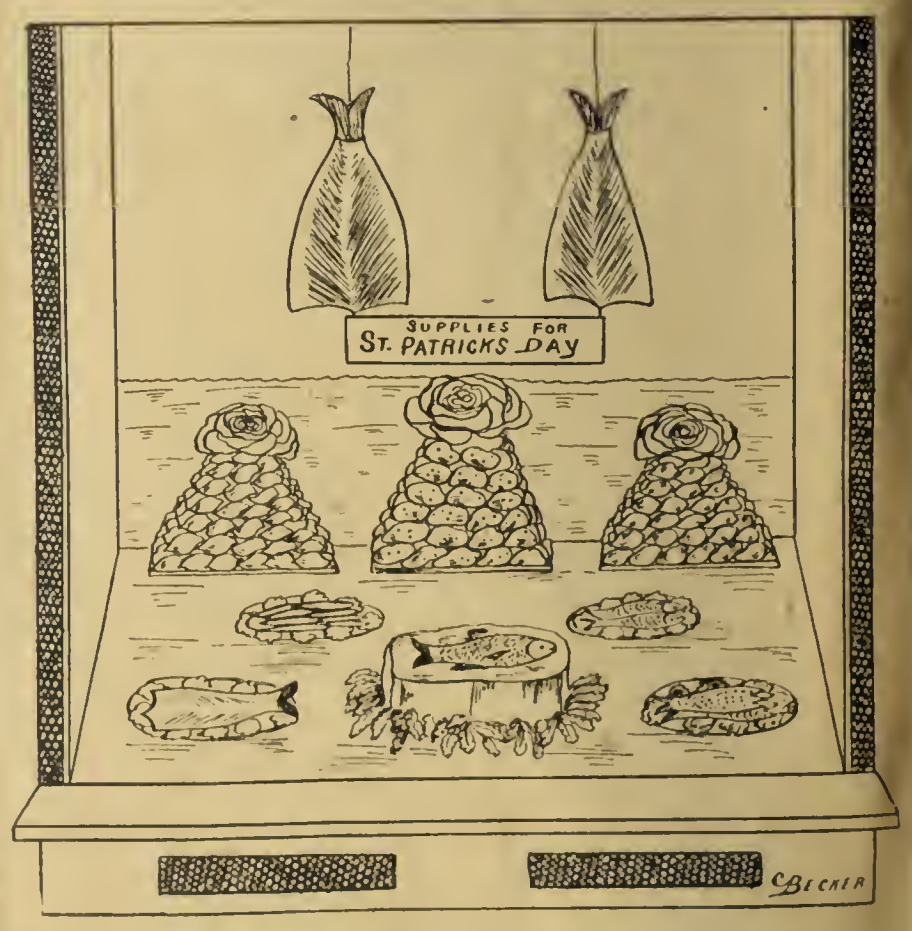
Now don't get me wrong. I don't mean that a business man has to sell out. If he votes for a crook, that he knows is a crook, just to hold somebody's trade, then he's a dog, and I'll tell him he's one to his face, even if I lose *his* trade.

But I hope, if he's a customer of mine, that nobody'll tell me about it, so I won't have to tell him. Is that being a coward? Shut up, it ain't either! As long as everybody's trade is his own and he can give it where he likes, and as long as you need it, why you simply *have* to see that you don't do any more than you have to, to make him take it away. Ain't that right now, Brother Jones?

Making enemies, that's the thing. The only enemy a business man can afford to make is the dead beat that he wouldn't sell to if he come to the store. Go as far as you like with people like that, but unless he's in a peach of a situation, he can't afford to make enemies of the people he depends on for his living. It's all right to work for the good of the town—fine—but if working for the good of the town gets you in wrong with the people whose trade you've got to have, will the town step in and support you? Sure it will—it has a place all ready for you. They call it the poorhouse.

THE STROLLER.

Weekly Window Display Suggestions



St. Patrick's Day.

Fish again! Lay a good-sized fresh fish on a block of ice in the cente front. The ice must be in a pan surrounded with sponges. Hide the sponge under lettuce or spinach leaves. In platters show salted salmon, mackere herring and smoked bloaters, garnishing each with celery tops. Don't forge to use green floor covering and green across the rear of the window. At th rear build separate pyramids of lemons and potatoes, with square frames o wood to hold them in place at the bases. Top each pile with a choice hea of lettuce. Attach the sign to two extremely large salt codfish suspende from the ceiling.

ipper Lawn Mower

The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

1.	12-inch	$ 4.50
2.	15-inch	5.00
3.	18-inch	5.50
4.	21-inch	6.00
y	Mower, 24-inch	13.50

e Dixon Lawn Mower

nch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

tent Thrust, Ball Bearing, Guaranteed in y Way and Dust Proof. Both the upper nlower knives are crucible steel. Wheels r 0 inches high and the gear is on the inside of the wheels, giving great power and d. The real knife is 6½ inches in diame- as four blades. The lower bed knife is ible lip steel and fastened to floating knife This bed knife bar rests on tie rod that s the back ends of the mower rigidly ther.

LIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Look at These Shelves

Here is a store fitted with **Baines' Brackets.** Our word for it, there are at least 25 per cent. more goods on the shelves here than there can possibly be on the shelves of any similar store using the old style shelves. No crowding either.

The point about **Baines' Brackets** is that they hold up the shelves without uprights. That gives you the use of the whole unobstructed shelf length, and not only greatly improves the appearance of your stock, but gives you a place for at least one-fourth more goods.

PIQUA BRACKET COMPANY
PIQUA, OHIO

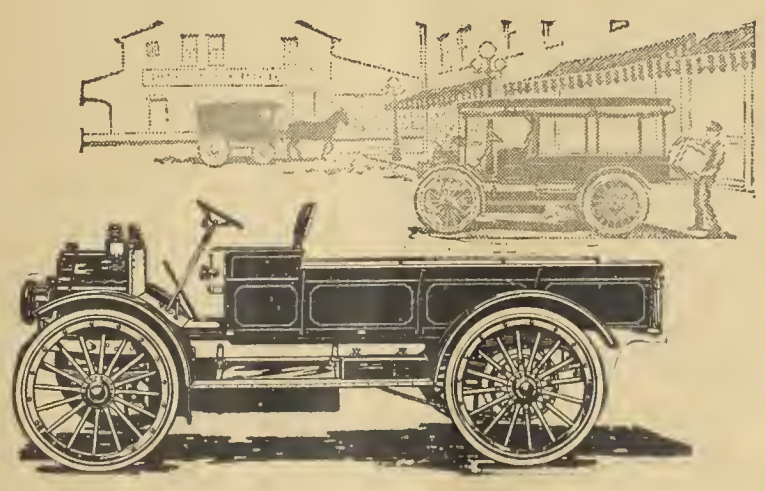
THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

Are You Leading or Following?

An International Motor Truck will do wonders to keep your business in favor. It will mark you as an enterprising man, reduce to one-third your old time of hauling and delivering, and enable you to please by regularity and promptness. It will save you money over wasteful horse and wagon equipment and facilitate your reaching out to new territory and new customers.



The International means service—and service wins. Drop us a line for full and interesting information about the four popular International models at the new rock bottom prices:—

Model MA, 1000 pounds capacity, $600 ***Model E, 1500 pounds capacity, $950***
Model M, 1000 pounds capacity, $710 ***Model F, 2000 pounds capacity, $1500***

Prices cash f. o. b. Akron, Ohio. Address the

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)
105 Harvester Building CHICAGO U S A

No. 353.—Preventing Competitors From Stealing Your Employees.

The following willl come rather close to the experience of many readers hereof:—

Troy, N. Y.

Dear Sir:—For the general "good of the order," will you say what is our chance of doing anything with the following case: For three years we have employed a young fellow as store salesman. Once in a while he would go out on one of the routes, but not often. His particular position was store salesman, and he was our best man in this respect. We regarded him as valuable and had increased his salary several times during the three years that he had been with us.

When he first came with us we made a one year's contract with him, which contained a clause that if neither party gives notice it shall go on from year to year after that. It was never renewed, but we considered that we were working under it on account of the clause we refer to. It has been changed by changing the salary, and we have been told that this sets aside the whole contract. In fact, the young man himself is under that impression and we believe he was told so by a lawyer. At any rate, he suddenly left our employ last week to enter a competitor's service, and we have discovered that the competitor wrote to him as long as six months ago to induce him to leave our employ and come to him at an advanced salary. We cannot easily replace him and he has approached our customers and will do all he can to take his trade with him. What we particularly want to know is, has one firm the right to take away another firm's employees when same are under contract? But perhaps the young man was not under contract. Please give us all the help you can. J. U. & Co.

Right here and now let me do my best to lay a delusion which is cherished by a surprising number of business men, viz., that the change of one term of a contract, such as the salary to be paid one of the parties, makes the whole contract invalid. Nothing is more false. The parties to any contract, acting in unison, can change any of its terms without affecting the others. A contract of employment providing for a salary of $25 per week is just as valid after the $25 has been raised to $30.

All my life I have been reading, ever and anon, the story of the shrewd employer who wished to rid himself of an employee with whom he had a contract. He is supposed to have been advised by a monumentally clever lawyer that he could kill the contract merely by advancing the employee's salary. This he did, and before the employee's thanks were dry on his lips he discharged him. There was never the slightest basis for that story under any contract law of the United States.

The answer to my correspondent is that if a valid contract of employment existed between himself and his salesman, and if the existence of that contract was known to the competitor who took the salesman away, then he can sue the competitor for damages for "interfering with the contracts of others." And even if the competitor did not know of the contract, he can still be sued if he retains the salesman in his employ after being told of it.

The law penalizes any man who knowingly intrudes himself into other people's contracts and inspires one party to break them.

So that the question presented is reduced to this: Was there a *contract* of employment? By that I mean more than a mere arrangement that A shall come and work for B at so much a week. That of course is a contract, but not one for any particular time, and not one which any outsider is bound to respect particularly. To be immune from outside interference a contract of employment must be for a particular time, and must be interfered with within that time.

Without doubt a contract for one year, with a clause that if not called off it shall be automatically renewed from year to year, is a contract just as binding as if it had been formally renewed each year. I see no reason why this correspondent has not a good right of action against his competitor. Really in cases like this a suit against a competitor is about the only redress the former employer has. He can sue the employee, but this gets him nowhere, because often the employee has nothing. In the case of very special and valuable employees—experts not easily replaced—you can get an injunction forbidding them from working anywhere else, but even then you cannot physically make them work for you. But in the average case, unless you can go against the interloper who has stolen your employee, you cannot go with effect against anybody.

I advise making a written contract for some period with every employee who is of any material importance. The contract will not prevent you from getting rid of him if he is worthless.

(Copyright, March, 1916. by Elton J. Buckley.)

—

Question: * * *, Pa.—Herewith we enclose you papers sent to us by Mr. James Foust, Dairy and Food Commissioner, Harrisburg, Pa.

If we understand the law correctly it would not allow any person licensed to sell oleomargarine in ————, Lehigh County, and not handling anything but oleomargarine, to travel through ————, Northampton County, and take oleomargarine business out of our town unless such person would take out another license for the sale of oleomargarine in ————.

————, of ————, Lehigh County, is doing that very thing; has a hired man that travels through our town by team for probably a year or so. On the first day of February, 1916, we took out a license for the sale of oleomargarine and are doing a nice little business on same, but at the same time Mr. ———— covers all of our territory and naturally does take some business that belongs to us if we understand this oleomargarine law correctly.

Please note that he is licensed sell oleomargarine in Leh County and yet covers all of —— Northampton County.

We would kindly ask you to l into this matter and if found ille give us legal advice how to rem same.

Answer.—The papers enclo were a form letter by Commissio Foust, to the effect that a re oleomargarine license only perm the sale of oleo at the place nam in the license; also an opinion Deputy Attorney General Harg which after discussing the l reaches the following conclusio

To be more specific: If a reta merchant, who holds a retail ole margarine license, has regular clerk taking orders for groceries, and o ders for oleomargarine are take along with other orders, by suc regular clerk or employee and t oleomargarine is marked and s apart and the name placed on ea package in the place licensed, a delivered as and when the oth goods are delivered, such a tran action would be within the licen of the retail dealer.

It may be that there are reta dealers in cities whose regul trade extends into outlying distric In such instances sales made, above indicated, on orders taken such territory, would be within t license.

But I am of opinion that a cense to sell oleomargarine at ret does not give the holder there the right to send agents and ca vassers to take orders, especia for oleomargarine, into territo into which the business of such r tailer would not ordinarily exte particular into the other cities towns in which there are oth similar licenses.

My judgment is that a man has a license to sell oleo in Le County could not sell it in No ampton County as a peddler or vasser. If he has a retail stor Lehigh County and sends out w ons into other territory to c and deliver orders for his gen line, he could in my judgment cept orders for oleo with the o goods, put up the order in his store and deliver in the reg way. That, I should say, is not ing oleo anywhere but his store, where he is licensed to But I do not believe he can wagons out into other territor work up a regular oleo busine that territory, without havin license to sell in that territory.

I should lay the full facts be the Dairy and Food Department

—

NOTE.—Requests for informatio this department should tersely se in full all the facts bearing on the and all questions should be care framed to avoid misconstruction. W on one side of the sheet only. L should be received at this office later than Tuesday of each week, t

e an answer in the Monday's issue lowing. The signature and address the writer must accompany all in- ries, and will be published un- there is a request not to do so. All uiries received will be answered hout charge. Address all communi- ons to Legal Editor "Modern Mer- nt and Grocery World."

---

press Companies Are Getting on Their Feet Again.

n old saying, that increased trans- tation facilities beget new business, eing proven in a somewhat striking nner by increased earnings of the ress companies, who insisted that r property was being confiscated by establishment of the parcel post sys- . This reported increase is all the re significant in view of the radical uction in express charges that was ered by the Interstate Commerce nmission and became effective nearly years ago. The official reports of express companies for the quarter led September 30, 1915, the latest orts available, show that the net nings of the Adams Express Com- y increased 161 per cent., those of Wells-Fargo about 74 per cent. and the American nearly 100 per cent., le the smaller companies all showed lthy gains. This is a striking recov- from conditions which characterized express business a few years ago. th the inauguration of the parcel t system, express company stocks nped and the express companies had ne color for their protest against the rse of the Government in reducing rying rates for express companies hout reducing the charges they had n paying the railroads. Managers of ress companies apparently lost heart, l for a time the business was more less demoralized. But the parcel t, with whatever inequalities it rked against the express companies, sed a tremendous increase in the iness of parcel carrying. While the ume of parcel post business has dily grown, there has been a re- ion in favor of express companies, ticularly in the line of business that ands full insurance, absolute respon- ility and superior personal service. e express companies were quick to e advantage of this trend and have phasized their desire and effort to ommodate the public. The result has n a gratifying increase in the net nings of the express companies and ir restoration to a place in the sun.

YES, IT'S POPULAR
Every one who uses
MAPLEINE
likes it. Its flavor wins it favor.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Variety

Variety of Biscuits pleases your customers.

Your Biscuit demands can be supplied by us because you'll find unlimited variety in

Sunshine Biscuits

A Good Sales Plan = A Sunshine Doll in every package of

5c

One of our many plans to help you increase your sales. Write for book describing Sunshine packages in color.

Have you a Sunshine Rack?

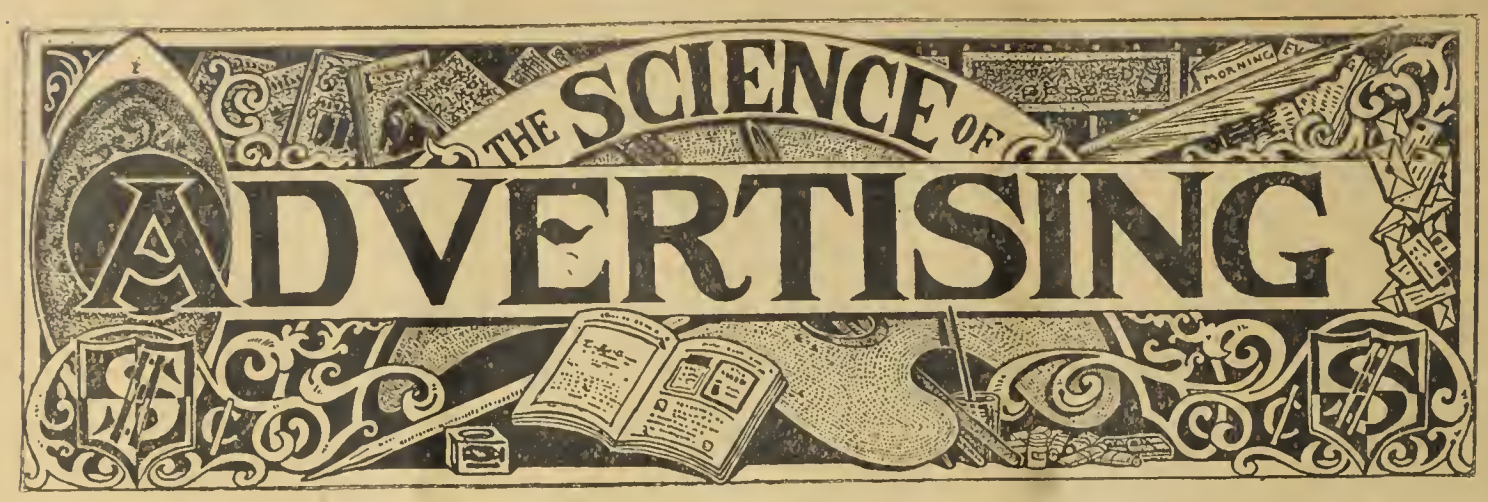
Ask the Sunshine salesman. He will tell you sales plans that will mean more profit to you.

LOOSE-WILES BISCUIT COMPANY
Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS
"Try SUNSHINE BISCUITS. They Satisfy Everyone."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



Valatie, N. Y., Feb. 18, 1916.
Editor "Science of Advertising."

Dear Sir:—We are inclosing samples of some recent ads. These are reprints of our newspaper ads. and we are issuing a quantity every week for package inserts.

Would appreciate a criticism.

Yours truly,
W. H. Reynolds & Son.

Enclosed were a number of small square circulars printed on good heavy white paper, 5½ x 6 inches. Here is the one that I consider the most likely to pull business:—

A SAVING ON EVERY ARTICLE

practically what we offer you. Lowest prices on goods and brands you know is the best proof of our claim. Read, compare carefully, then, take advantage of the savings.

Van Camps Julienne Soup ..... 5c can
A slow seller and we are overstocked. Quality absolutely guaranteed. Regular 10c can.

Good Quality Corn Starch ..... 5c lb.
Full weight package and guaranteed.

Fairy Soap ..... 4c cake
A brand you know and a price that will please. Regular 5c cake, you know.

Shredded Wheat Biscuit ..... 10c pkg
Fresh stock, O K in every way. You'll pay at least 12c elsewhere.

"H. O." Oatmeal ..... 12c pkg
Another well known cereal at a price that will open your eyes. 15c almost anywhere else.

Lea & Perrins Worcester Sauce ..... 19c bottle
The genuine "Lea and Perrins", Regular price 25c bottle.

Good Quality Salt Pork ..... 10c lb
Light, sweet and tender; especially fine to use with baked beans.

Quaker Puffed Rice 2pkg 25c
Regular size package, the kind you'll pay 15c for everywhere. Fresh stock. Single package 13c

Fels Neptha Soap ..... 6 bars 25c
Or P. & G. White Naptha Soap at same price if you prefer.

Star Naptha Washing Powder ..... 4c pkg.
Its a cent more anywhere else. And "a penny saved is a penny earned."

Reynolds & Son The Valatie Grocers

This is in my judgment good advertising. I should expect it to get traceable results. Standard goods, described, exploited and attractively priced. That is the whole science of advertising right there. All the others are along the same line. One is headed "Nine Special Bargains," and the idea of all is to offer well known or high-grade goods persuasively and at tempting prices.

Even package advertising has to be done right or it isn't effective. I knew a retailer once who was spending a considerable sum of money in slips for packages. He had them carefully put in every package that left the store, but no business came from it, and some tests that he made with very great bargains fell flat, showing apparently that people weren't seeing the

Of course I don't believe it would be good policy to do no advertising except through circulars in packages—such advertising ought to be considered a mere adjunct. In Reynolds & Son's case it would have been a good idea to run this very matter in a newspaper advertisement and reprint it in circular form for packages. That would tend to make the newspaper advertising doubly effective.

advertising at all. He investigated and found that his clerks had a scheme of slipping in the circulars in such a way that when the packages were wrapped the circular would always be on the opposite side from the knot. That meant on the bottom. When the customer laid the package on her kitche table to open, the knot wou always be on the top of cour which means that very often the a vertising would not be seen, h would be gathered up with t wrappings and thrown awa Orders were given to put the ci culars on the top, under the kn and the very first day this was do he got an order by telephone. suppose advertising like this d some good—if it is seen—even if brings no direct business, but ought to bring direct business, a if it doesn't there is a reason for i

—

Note.—This department is devoted the criticism of advertising matter se in, to the devising of new advertis ideas for special occasions, upon reque and to the suggesting of original ad

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

You Haven't Quit School Yet.—You have only changed your methods of study.

We all go to school every morning, and we are all paid for doing it.

In store-school we have the benefit of real action. We work the problems out on a practical business basis. Our theory term is over.

We divide and subtract and add and then take the real money.

* * *

"Examples" become living transactions.

Our store-school treats hundreds of subjects and you can specialize in every one of them from toothpicks up. Fine change for a fellow if he has sense enough to cultivate the school habit.

A woman was told by one of her friends to buy anchovy paste and serve on a certain occasion anchovy sandwiches. She asked the clerk what this "paste was, anyway." He didn't know a thing about it. He didn't even know what it was used for until she told him —incidentally.

* * *

No store-school habit, you see. Had he had the habit he would have said, "Anchovies is a very small fish caught in great abundance in the Mediterranean and are very tasty when cooked, seasoned and chopped for sandwiches, as the relish is somewhat out of the ordinary, no doubt it will be much appreciated."

Don't you think a little bit of talk like that is a great aid to selling things? What are we in this store-school for, anyway, if not to take advantage of its subjects.

A pail of pickled herring was played garnished off with bay lea bits of thinly sliced pickles and ca Done up in real German style.

"Do these have to be cooked?" Mrs. New Jersey. "Oh, yes—yes," the clerk, "they're very nice fried."

See any store-school habit there?

Imagine anybody frying a pi herring.

Yet the above question was asked the above answer given.

* * *

Is it any wonder that a movem on foot to make an organization o store-school and adopt a direct tra system?

In the meantime, any one of yo inclined, can pick up an imm amount of information day by day.

Pride in one's calling is a great centive.

We were sitting around chattin evening, and in the company w superintendent of an iron mine. A ple question, or what sounded lik was asked about ore. The iron was unable to answer it. It hurt pride, but it taught a lesson, as he afterwards remarked.

So cultivate pride to the extent being ashamed to be ignorant of co mon things, at least, in connection w your business.

Don't infer that you are to be an pert or an authority on foods. If y were, you would not, in all probabil be selling groceries at retail, but *kn* something about the goods you hand so that you can give a satisfactory swer to your customer. Keep up store-school habit.

nents when data is supplied. All munications sent for this Depart- t should be addressed to the Editor Science of Advertising. They will aken up in strict rotation.

---

s Will Give You a Perfect Financial Picture of a Customer.

n expert credit man says that if ybody wishing to get a line on the ncial responsibility of a customer get explicit answers from such omer to the following questions, he have as complete a picture of the omer, from a financial standpoint, an be obtained:—

1. Usually discounts.
2. Pays when due.
3. Fairly prompt and satisfactory.
4. Slow, but consider good.
5. Habitually slow.
6. No regard for terms.
7. Settle by note.
8. Pays notes when due.
9. Don't pay notes when due.
10. Have to be drawn on.
11. Won't pay drafts.
12. Cash in advance.
13. C. O. D.
14. Becoming slower.
15. Secured or guaranteed.
16. Kicker, makes unjust claims.
17. Deducts excessive discount.
18. Collected through attorney.
19. Claim in judgment.
20. Claim in attorney's hands.
21. Compromised claim.
22. Countermands orders.
23. We demand one bill paid before another is shipped.
24. Declined to make statement.
25. Insufficient insurance.
26. Unfavorable special information.
27. Refuses to pay interest.
28. Previous account too slow.
29. Previous account uncollectible.
30. Purchasing too freely.
31. Association draft not paid.
32. Refused.
33. Consign.
34. Checks protested.
35. Checks returned unpaid.

---

gest Year for Dandelion Brand Butter Color.

Vells & Richardson Co., Burlington, manufacturers of Dandelion Brand ter Color, report that the sales of idelion Brand for 1915 surpassed se of any year since they introduced h sterling product. They also report the sales during the first part of 5 have been larger than for the corponding period of a year ago.

Dandelion Brand has been marketed Wells & Richardson Co. for more n thirty years, and thousands of termakers have never used any other or.

t is good business for a grocer to ndle and push a standard article that h; given satisfaction for thirty years unterruptedly.

Dandelion Brand Butter Color is the kd of product that makes customers l keeps them for grocers.

Butter color is in more demand at ts season of the year than at any other tne, and retailers will do well to push a good brand like Dandelion.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

"As Easy to Handle as a Can of Tomatoes"

FRANKLIN CARTON SUGAR is as easy for the grocer to handle as a can of tomatoes or a bottle of pickles. It's ready to sell when you get it. It requires no weighing, no wrapping, no tying—we've done all that for you at our refinery. We pack FRANKLIN SUGAR in CARTONS because the margin in sugar is so small that if you buy it in bulk and weigh it out, put it in bags, stand for the cost of bags, twine, labor and loss by overweight, you LOSE MONEY. FRANKLIN CARTON SUGAR enables you to make a PROFIT instead of a LOSS, because it costs you nothing to handle. Your customers like the clean, neat CARTONS and, once having bought FRANKLIN CARTON SUGAR, will always ask you for it because of its cleanliness, quality and purity.

The Convenience of the "Container"

FRANKLIN CARTON SUGAR is packed in containers holding 24, 48, 60 and 120 lbs., according to the grade of sugar, the fastest selling grades not being packed less than 48 lbs. to the CONTAINER and you are thus enabled to buy to suit the needs of your trade. The CONTAINER is a heavy fibre case that is guaranteed to carry its contents in perfect condition, but, is easier for you to open than a box or barrel—a penknife will open it.

THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"FRANKLIN CARTON SUGAR is the cleanest, purest, finest grade sugar that can be made, and the CARTON *keeps* it clean. All our customers like it and I'm sure you will if you try it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Pennsylvania, New Jersey and Delaware Wholesale Grocers' Association.

Following is the official programme of the tenth annual convention of the Pennsylvania, New Jersey and Delaware Wholesale Grocers Association, to be held at Reading on March 8th and 9th:—

Open Session,
WEDNESDAY, MARCH 8TH,
At 10.15 A. M.

Convention called to order by the president.
Invocation, Rev. J. F. Cropp.
Address of welcome, Mayor E. H. Filbert.
Address of welcome, Mr. E. J. Morris, president Chamber of Commerce.
Response, Mr. Martin H. Strauss, Allentown, Pa.
Roll call.
Reading of the minutes.
Annual address, President James Hewitt.
Introduction of visiting jobbers.
Report of secretary and general manager.
Report of treasurer.
Report of Legislative Committee, Mr. J. Grant Schwarz.
Recognition of manufacturers present.
Announcements, Mr. J. J. Knoll, chairman Local Committee.

WEDNESDAY AFTERNOON,
At 2 P. M.

"The Salesman and His Customer," Mr. Thomas M. Rice, secretary Philadelphia Wholesale Grocery Salesmen's Association.
Address, Dr. Melvin T. Copeland, Ph. D., Department of the Bureau of Business Research, Harvard University.
"Closer Co-operation Between Wholesale and Retail Grocers," Mr. Arjay Davies, the H. G. Tombler Grocery Co., Easton, Pa.
"Store Management," Mr. John S. Engart, Mitchell, Fletcher & Co., Philadelphia, Pa.
Question Box, in charge of Mr. Wm. Smedley, Philadelphia.
Note.—This session will be devoted to the interest of the retailers. In honor of the occasion, we understand that the retailers of Reading will close their stores from 2 to 5 o'clock.

WEDNESDAY EVENING,
7.45 P. M.

Address, Hon. William C. Redfield, Secretary of Commerce, Washington, D. C.

Executive Session,
THURSDAY, MARCH 9TH,
At 9 A. M.

Report of Discount Committee, Mr. J. H. Lippincott, Comly, Flanigan & Co., Philadelphia
Report of treasurer, Mr. Charles Y. Fox, Githens, Rexsamer & Co., Philadelphia.
"Present Day Competition and How to Meet It," Mr. Robert L. Montgomery, Philadelphia.
Discussion.
"The Use of Modern Methods in Estimating Costs," Mr. Robert G. Bursk, Philadelphia.
Discussion.
"Merchandise Selling—What Basic Principle Should Determine the Price?" Mr. Wm. A. Hannigan, J. D. Sisler Co., Wilmington, Del.
Discussion.
New business.
Report of Committee on Nominations, Mr. C. W. Burtnett, chairman, Evans-Burtnett Co., Harrisburg, Pa.
Election.

Open Session,
THURSDAY AFTERNOON,
2 P. M.

Address, Hon. James Foust, Pennsylvania Dairy and Food Commissioner.
"Legislation or No Legislation—What Can We Adopt as an Immediate Programme to Meet Present Conditions?" Mr. Sylvan L. Stix, Seeman Bros., New York City.
Discussion.
Address, Mr. Theodore F. Whitmarsh, President National Wholesale Grocers' Association.
"The Specialty Order," Mr. Carl A. Lautz, president American Specialty Manufacturers' Association.
Report of the Committee on Resolutions, Mr. D. H. Crocker, chairman, Crocker Grocery Co., Wilkes-Barre, Pa.
Five-minute talks on the future of the grocery business, led by Mr. Fred. R. Drake, Easton, Pa..
Announcements.

THURSDAY EVENING,
The Berkshire,
6.30 P. M.

Banquet. Speakers: Governor Martin G. Brumbaugh, Pennsylvania; Judge Harry D. Schaeffer, Reading, Pa.; Mr. Fred Mason, Niagara Falls, N. Y.; Hon. Arthur G. Dewalt, Allentown, Pa.
Toastmaster, Mr. James Hewitt.

* * *

Southern Wholesale Grocers' Association.

President McLaurin, of the Southern Wholesale Grocers' Association, is not in accord with Oscar McGlasson, president of the National Wholesale Grocers' Association, in the latter's belief that the National Bankruptcy Law should be repealed. Mr. McGlasson is actively campaigning to that end. President McLaurin has sent the following to the members of the Southern Association:—

> I am unable to conclude that repeal is the only remedy for a defective law. I believe that the commercial interests of the South should take time to consider and deliberate upon this subject carefully before reaching any hasty conclusion as to the wise method to pursue in correcting weaknesses in the bankruptcy law. I am not prepared at this moment to indorse the statement that we should have no bankruptcy law, while, at the same time, acknowledging unqualifiedly the unsatisfactory results to be obtained through the administration of the existing law.
>
> Having in view the highest and best interests of the trade, I am impelled at the present moment to discourage the idea of our merchants or business men throwing their financial support to any effort having in view specifically either the repeal or the amendment of the law, but, on the other hand, I think for the time being it will be better to lend our financial and moral support to an effort to bring about such a consideration of the subject as will result in placing before us for a calm, intelligent determination:—
>
> 1st. The real purpose and benefits of a bankruptcy law properly administered;
>
> 2d. The possibilities of such amendments to the present law as will, under proper Federal supervision, prevent the dissipation of a bankrupt's assets and better methods of preserving the real value of those assets;
>
> 3d. Such a specific exemption as will supersede the exemption laws of the various States.
>
> 4th. The fixing by Federal statute of all fees and the conditions under which a discharge in bankruptcy shall be permitted;
>
> And such other remedial measures of like importance.
>
> If ever there was a subject of vital importance to the commercial life of this country, that calls for calm, unprejudiced consideration and careful analysis in order that the best and wisest results might be obtained, I believe the bankruptcy law to be such a question. I deem it my duty to caution any ill-advised, rash, expensive activity which might prove in time to lrave been without results. My opinion is that the business men of the Southland will find in the near future more ample opportunity to exercise themselves financially in an effort to solve this great problem with which we are confronted.

Largest Cash Register Sale Ever Made.

The National Cash Register Co., Dayton, Ohio, has just announced the largest single sale of National Cash Registers ever made in America. The order, which was received from the Jordan-Marsh Co., of Boston, calls for sixty-five 1916 model registers. Almost $50,000 is involved in the deal.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.
Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price. T. J. CRITCHLOW, Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.
One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS,
Prattsburgh, N. Y.

Offer No. 107.

We offer the following:—
Special lot 100 cases Ohio E. J. Peaches, 70 cents doz.
15 cases No. 3 Apples, 70 cents doz.
20 cases No. 3 N. Y. State Egg Plums, 90 cents doz.
10 cases No. 3 Pie Peaches, 75 cents doz.
20 cases No. 3 California Apricots, $1.25 doz.
15 cases No. 3 California Sliced Peaches, $1.35 doz.
3 boxes ¼s Crafts Cocia, 26 cents lb.
12 cases No. 1 California Apricots, 85 cents doz.
80 cases No. 2 Red Cherries, 90 cents doz. F. o. b. Harrisburg.
WITMAN BROS.,
Harrisburg, Pa.

Offer No. 108.

We offer the following peanut butter:
15 glasses Heinz 10-cent size, at 7 cents per glass.
21 glasses Heinz 15-cent size, at 10 cents per glass.
4 glasses Beech-Nut, 25-cent size, at 17 cents per glass.

Of Course We'll Take One Order, But Read On

¶ Of course we want to sell you a single order of **Fruits and Vegetables**—we'll be exceedingly glad to—but we should feel as if this advertising or ourselves had failed if you didn't settle on us as your **Fruit** and **Vegetable** headquarters.

¶ Permanent customers are what we want. Our plan of handling them deserves permanent customers, and we can hold them if we get a chance. We have held some for over thirty years.

¶ It's a heap easier to buy **Fruits** and **Vegetables** of one house, than it is to shop about—if it's a house you have confidence in.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl.	$3 25
Medium Yellow, per S. H. bbl.	2 25
Prime Red, per H. S. bbl.	3 25
Medium Red, per S. H. bbl.	2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.	$7 00 $9 00
Regular Jersey, good color, long keepers, per bbl.	5 00 7 00
Regular Jersey, good color, long keepers, per crate	1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box	$3 00
Extra Fancy, 360s, very fine, per box	3 00
Messina, Extra Fancy, 300s, per box	2 75

Extra Fancy New California Navel Oranges.

100s and 126s, per box	$2 00
150s, per box	2 25
176s, 200s, 216s, per box	2 75

Fancy Florida Oranges.

126s, per box	$2 50
150s, per box	2 65
176s, 200s, 216s, per box	2 90

Extra Fancy Florida Grapefruit.

36s, per box	$2 50
46s, per box	2 75
54s, per box	2 90
64s, per box	2 90
80s, per box	3 10

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag	Market value
100 Ex. Selected in bag, per bag	Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch	$2 25–$2 50
Jumbo Bunches, per bunch	1 75– 2 00
8-hand Bunches, per bunch	1 50– 1 60
Red Bananas	Market value

West India Limes.

Extra Fancy, per barrel	$12 00
Extra Fancy, per peck crate	1 00

Apples.

All varieties, in both barrels and boxes ..... Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

asses Beech-Nut, 15-cent size, at 10 nts per glass.
lasses Beech-Nut, 10-cent size, at 7 nts per glass.
lasses Martha Washington, 5-cent e, at 3 cents per glass.
O. B. Lititz.
e make our own peanut butter, efore we cannot sell any other kind.
LEAMAN & LEED,
Lititz, Pa.

—

Offer No. 109.

he type "C-A" Westinghouse Motor, sixth horse-power, single phase, 110 alternating current, 60 cycles, 2- rating; complete with small pulley notor shaft; large pulley also. Suit- for coffee mill, beef cutter, etc. be attached to lamp socket of 660 rating. This motor is strictly new, r been used. Cost $25, will sell $15.
E. E. HUDSON,
Chestertown, Md.

—

Offer No. 110.

e offer Lipton's Tea at a bargain re—300 pounds at list prices, less 10 cent.; Yellow Label, Red Label, Pink el, Olive Label; half-pound and one- nd packages.
CUPP GROCERY CO.,
Johnstown, Pa.

portant Notice to those Advertising in the Exchange Department.

the goods advertised do not move r four weeks, will the owner kindly fy us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. if goods don't move in four weeks, will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

PHILADELPHIA REPRESENTATIVE.

Salesman and territorial manager—twenty years' experience with the wholesale grocery and tobacco jobbing trade—whose qualifications and record will measure up to the requirements of a progressive manufacturer desiring efficient and responsible representation; wants line of standard food products or grocers' specialty for Philadelphia and surrounding territory, a line having the proper backing of the manufacturer, and offering a future with substantial possibilities to an energetic worker. Commission basis preferred. Commercial and bank references. Correspondence invited. Address V. E. C., 201 Arch St., Philadelphia, Pa. 10

FOR SALE OR RENT

STORES.

FOR SALE.—Grocery store at inventory, no charge for good will. Building at reasonable figure and easy terms. Address E. G. Koegel, Lehighton, Pa. 14

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake goods; weekly sales are from $120 to $140. Write, if interested, to John S. Harris, Locke, N. Y. 11

FOR SALE.—Grocery, meat market and bakery, one of the best locations in the city, doing a nice business; reason for selling, business in another State requiring all of our attention. Will require an investment of about $4,000 to $4,200. Please do not take our time unless you mean business. Address C. R. Lee, 212 Pennsylvania Ave., Meadville, Pa. 12

FOR SALE.—Grocery store, with or without building. Well established for the last 10 years in the best shopping spot in Fifth avenue, Brooklyn, N. Y.; guaranteed to make a good living and also to save money; would do more excellent by taking in a full line of delicatessen. Will sell stock and fixtures at inventory, and no charge for good will. Will sell reasonable to good buyer. Apply to Peck's Advertising Agency, 324 Ninth St., Brooklyn, N. Y. 11

FOR SALE.—Corner store, grocery and delicatessen, good location, West Philadelphia; $400 weekly business, all cash; latest fixtures, including coffee roaster and mill, cash register, Royal electric slicing machine (cost $275), etc. Will sacrifice stock and fixtures for $2,300. Store property rents for $55 monthly. Address C. M. L., care Grocery World Publication Co., 927 Arch St., Philadelphia. 10

FIXTURES.

WANTED.—Rare opportunity for good butcher. Get into fine paying business, established twenty years. Best trade in town. Not much capital required. Dwelling attached. Address S. R. Block, Trenton, N. J. 10

FOR SALE.—Stock and grocery fixtures for sale; cheap to quick buyer. Address J. LeBrun, 273 Main St., Slatington, Pa. 11

BUSINESS OPPORTUNITIES

WANTED.—To sell interest in mercantile corporation, capitalized at $10,000, or will sell controlling interest to right party. Located in good South Carolina town, with good school. Address Mercantile, care Grocery World Publication Co., 927 Arch St., Philadelphia. 14

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY. MARCH 6, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	27
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	[illegible]
Tapioca	[illegible]
Tea	[illegible]
Tobacco—Plug	[illegible]
Toilet Soaps	[illegible]
Vinegar	[illegible]
Wood and Willow Ware	[illegible]
Yeast Cakes	[illegible]

ADVANCES.

Butter
Eggs
Fresh Fish
Lard and Compound, Swift's
Dressed Poultry

DECLINES.

Flour

—1—

SUGAR.

	Barrels.
Cut Loaf	7.55
Eagle Tablets	8.40
Crystal Dominoes, 24 5-lb. pkgs	9.40
" 60 2-lb. pkgs	9.40
Patent Cubes	6.90
Confectioners' Lozenge	6.55
Powdered	6.50
Fruit Powdered	6.40
Dessert and Table, 2-lb. cartons, 48 lbs.	6.70
Granulated, fine or standard, McCahan	6.40
" " Franklin	6.45
" extra fine, bbls.	6.40
" " 2-lb. bags	6.80
" " 5-lb. bags	6.80
" " 10-lb. bags	6.70
" " 25-lb. bags	6.60
" " 100-lb. bags	6.40
" coarse	6.55
Confectioners' Crystal A	6.40
A Confectiouers'	6.30
A No. 1	6.25
A No. 2	6.20
Franklin B	6.05
Extra C	5.80
C	5.65

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.28 -.30
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ½ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ¼ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼ lb tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I and C	.71	72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C., For mosa Oolong or Mixed	.50	51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C. or Mixed	.46	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 10c 2½-oz. tins, doz.			.90
Sunflower, I. and C, Formosa Oolong or Mixed, 10c. 2-oz tins per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3-lb tins per tin			1 55
Sunflower, I. and C, Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400..... per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300... per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	1 75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polisb	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 2 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.11¼
Rio, prime	.10¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.30
Java, fancy, 50-lb. lots	.29¾
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Caracas, extra fancy, washed	.20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	.15¼
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.14
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18.10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" Imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2.75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per box	2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl. per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	.4
" extra, 60-lb. tubs	[illegible]
" first, "	[illegible]
" second, "	.3
" third, "	[illegible]
" dairy, extra, bakers' use, 30–60 lbs	.25-.3
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.33-.4
Print Butter—	
Prize	[illegible]
Gurnse, lbs. and ½ lbs.	4
Awltru	[illegible]
Milhen Farm, lbs. and ½ lbs.	.4
Honebe	[illegible]
Star or S. D., 1 lb., 20–50 lb. bozes	[illegible]
B. B., E. D., 20–50 lb. boxes	[illegible]
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	[illegible]
Sheaf ("400"), Elgin, 20–50 lb. boxes	[illegible]
Sheaf	.34
White Rock	[illegible]

CANDLES.

	Pe
P. & G., 8s, 30 lbs	[illegible]
" 16s, 30 lbs	[illegible]
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	[illegible]
Searchlight, hotel, 16s, 30 lbs	[illegible]
Peerless, hotel, 16s, 30 lbs.	[illegible]
Bright Light, 16s, 30 sets to box per box	1 5

JARS AND JAR RUBBERS.

Mason's—	Per gro
Half gallons	[illegible]
Quarts	[illegible]
Pints	4.5
Jar Rubbers—	
Double lip, wide, 2 doz. cartons	[illegible]
Single lip, wide, 2 doz. cartons	[illegible]
Acme, wide, 1 doz. cartons, 5 gross boxes	[illegible]
" medium, 1 doz. cartons, 5 gross boxes	[illegible]
	Pe
Lightning, pure rubber, bulk	[illegible]
Reliable, white rubber, wide	[illegible]
" " medium	[illegible]
Black rubber, medium	[illegible]
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per gro
½-gross boxes, no rubbers	[illegible]
Jelly glasses, fluted, bbls. 24 doz. per doz	.17

CATSUP.

Snider's—	Per do
16 oz., 2 doz	2 40
8 oz., 2 doz	[illegible]
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tobasco, ½ pint, 2 doz	95
Beech-Nut—	
Pints	2 25
½ pints	1 35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per c
Small, 25 bottles	2 75
Medium, 25 bottles	4.25
Large, 12 bottles	3.25

—5—

CANNED GOODS.

d Beans—
tter's ..... .95
& M., No. 2 ..... .95
mpbell's, 16 oz., tomato sauce or Boston style ..... per case 1.90
ider's, No. 2 ..... 1.40
n Camp's, No. 2 ..... 1.40
uikshank's, No. 2 ..... 1.35
einz's, No 2 ..... 1.40
g's Head, No. 3 ..... 1.25
rcory, No. 1 ..... .55
atoes—
ndard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.15
Beans—
ndard, New Jersey, No 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
ncy, small, No. 2 ..... 1.50
g Beans—
ndard, New York, No. 2 ..... 1.10
tra fancy, New York. No. 2 ..... 2.00
ncy, New York, No. 2 ..... 1.50
ndard, Maryland, No. 2 ..... .50
Kidney Beans—
ndard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .95
—
ndard, New York, No. 2 ..... .90
ncy, New York, No. 2 ..... 1.00
ndard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
ncy, Maine, No. 2 ..... 1.25
oe Peg, No. 2 ..... .85
hoje grain, No. 2 ..... .75
—
ndard, New York, No. 2 ..... 1.15
ted, New York, No. 2 ..... 1.50
tra sifted, New York, No. 2 ..... 2.00
ndard, Southern, No. 2 ..... .75
ted, Southern, No. 2 ..... 1.00
tra sifted, Southern, No. 2 ..... 1.40
ndard, Indiana, No. 2 ..... .75
ted, Indiana, No. 2 ..... 1.00
tra sifted, Indiana, No. 2 ..... 1.40
ndard, Wisconsin, No. 2 ..... 1.10
ted, Wisconsin, No. 2 ..... 1.40
tra sifted, Wisconsin, No. 2 ..... 2.00
s—
ndard, New York, No. 2 ....
" " No. 3 ..... 1.25
" New Jersey, No. 2 ....
" " No. 3 ..... 1.10
otash—
ndard, New York, No. 2 ..... 1.00
ncy, New York, No. 2 ..... 1.25
ndard, Maryland, No. 2 ..... .90
ncy, Michigan, No. 2 ..... 1.20
ragus—
mall, No. 2½ 2.00
edium, No. 2½ 2.20
rge, No. 2½ 2.50
ps, No. 1 ..... 2.25
pkins—
andard, New York, No. 3 ..... 1.00
" New Jersey, No. 3 ..... .85
ach—
andard, Maryland, No. 3 ..... .95
r Krout—
andard, New York, No. 3 ..... .80
" Maryland, No. 3 ..... .75

California Canned Fruit.

icots—
xtra, No. 3 ..... 2.75
" No. 2½ 2.10
xtra Standard, No. 2½ 1.75
andard, No. 2½ 1.50
lett Pears—
xtra, No. 3 ....
" No. 2½ 2.50
xtra Standard, No. 2½ 2.30
andard, No. 2½ 2.15
te Cherries—
xtra, No. 3 ....
" No. 2½ 2.90
xtra Standard, No. 2½ 2.50
andard, No. 2½ 2.25
ches, Lemon Cling, Sliced—
xtra, No. 3 ..... 2.95
" No. 2½ 2.00
xtra Standard, No. 2½ 1.75
andard, No. 2½ 1.50
ches, Lemon Cling—
xtra, No. 3 ..... 2.95
" No. 2½ 2.00
xtra Standard, No. 2½ 1.75
tandard, No. 2½ 1.45
ches, Yellow Crawford—
xtra, No. 3 ..... 2.80
" No. 2½ 2.00
xtra Standard, No. 2½ 1.70
tandard, No. 2½ 1.40

Eastern Canned Fruits.

ples—
ew York State, No. 3 ..... .90
" " No. 10 ..... 2.75
ckberries—
n syrup, No. 2 ..... 1.35
n water, No. 2 ....
rries—
White Wax, light syrup, No. 2 ..... 1.35
" heavy syrup, No. 2 ..... 1.50
ches—
table, No. 3 ..... 1.35
econds, No. 3 ..... 1.15
ie, No. 3 ..... .85
rs—
artlett, Extra Standard, No. 2½ 2.00
leifer, syrup, No. 3 ....
" water, No. 3 ....
ms—
eavy syrup, No. 2½ 1.25
ight syrup, No. 2½ 1.00
berries—
laine, in water, No. 2 ..... 1.40
wberries—
xtra preserved, No. 2 ..... 1.80
reserved, No. 2 ..... 1.60
n water, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.	1.50
" No. ½, flat, 4 doz.	2.60
Mackerel—	
Pickert's, soused. No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb , tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24 00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	12.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Somlnole, standard, key, carton, ¼s	2.90
No. 2, ½s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Por doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ⅛ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 6, key, 1 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ⅛, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ⅛, 6 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 dos	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 dos	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 dos	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 dos	1.95
Libby's—	
No. ¼, 2 dos	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 dos	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90

Campbell's, No. 1s, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetablo..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb	.20
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅓ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ¼-lb. size	.33½
" ½-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ¼-lb. glass jars	.40
Cocoa, ¼-lb. tins	.29
" ½-lb. tins	.30
" 1-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ½s	.29
" ¼s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 5 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll-Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.40½	¼ lb	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets,	per lb. .12

Toilet— Per case

Extra quality, 100 rolls	6.00
Good " 500 "	5.25

Butter, Wax— Per pkg.

9x12, about 480 sheets	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Woll Heavy Drab
¼ lb	15M	.38	.29
½ "	10M	.46	.34
1 "	8M	.60	.46
2 "	6M	.71	.59
3 "	5M	.94	.71
4 "	4M	1.17	.89
5 "	3M	1 [illegible]	1.03
6 "	3M	1 [illegible]	1.24
8 "	2M	1 [illegible]	1.45
10 "	2M	2 [illegible]	1.65
12 "	2M	[illegible]	1.95
14 "	1M	[illegible]	2.44
16 "	1M	3 47	2.64
20 "	1M	3 [illegible]	2.94
25 "	1M	4 [illegible]	3 46

Flour Sacks, satchel bottom—

Majestic Ex Heavy	Plain per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 2, Manilla light weight— Per lb.

12 in rolls	.3
15 "	.03
18 "	.03
20 "	.03
24 "	.03

—10—

Silk Fibre, No. 1—

9 in. rolls	.03¼
12 "	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼
30 "	.03¼

Paper Towels—

25 rolls, 150 towels each, with holder and basket	per case	4.25
25 roll lots	"	3.25

CONDENSED MILK.

	Per cass
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.11
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.11
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Ezton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

—11—

Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz.	"	.46
" with horseradish, 2 doz.	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf, .38	less	.39
Sap Sago, 3 to lb	cask, per lb.	
" "	less than cask, "	.29
Roquefort	12 in case, "	
"	less than case, "	.53
Parmesan, about 30 lbs	loaf, "	.38
"	less than loaf, "	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	.32
" "	less than loaf	.33
" square loaves, No. 1, about 25 lbs. each	per lb.	.28
Limburger, No. 1	box and ½ box	.19½
" "	less than ½ box	.21
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.22½
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 3 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, Imported, marked weight,	per lb.	
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	
" (Diamond S.)	.26	
" (G. A. P.)		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry		
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beel Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfeffswurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Darby brand, plot glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

—12—

Marinirte Herring, Imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		
Spiced Herring, Imported, about 40 in pail		
Norway Stockfish, dry	per lb.	
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2 65
" " quart	per tin	.42
" " 2 quarts		.7
" " 4 quarts		1.25
Roll Mops, 4-quart tin		1.30
" 2-quart tin		.75
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg	
" 5-lb. pails	per pail	
" 10-lb. pails	"	
Cut Spiced, 10-lb. pails	"	1.45
" 5-gal. keg	per keg	
Russian, in glass jars	per doz.	

Norway Anchovies.

Fancy, keg		
" ½ keg		
" ¼ keg		
" ⅛ keg	per doz.	3.00
Original package	per ½ bbl.	
Repacked, 5-lb. pails	per pail	
" 10-lb. pails	"	
" 5-gal. kegs	per keg	
" ½-lb. flat tins	per doz.	
" ½-lb. tall tins	"	
" 1-lb. tall tins	"	2.00

Salt Sardellen.

Original packages, 1902	per anker	
Repacked, kegs, about 8 lbs	per keg	3.00
" pint jars	per doz.	5.00
" large tumblers	"	
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	
½-lb. tins	"	
¼-lb. tins	"	
⅛-lb. tins	"	

German Dill Pickles—Regular Size

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	9.50
15-gal. kegs, about 500	per 100	
10-gal. kegs, about 300	"	
5-gal. kegs, about 150	"	
10-lb. pails, about 50	per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	
48-gal. bbls	per bbl.	6.00
10-gal. kegs	per keg	2.00
5-gal. kegs	"	2.00
10-lb. pails	per pail	.50

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	
Spitzkugein	"	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	2.00
" " 10-gal. keg	4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	
Green Kern a	per lb.	3
Potato Flour	"	.09
German Dried Pears	"	
Dried Mushrooms	"	
Juniper Berries	"	
St. John's Bread	"	
Bay Leaves		.01

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs		
" " choice, new, 30 lbs		
Picnics, full cream, fancy, new, 20 lbs		
Swiss, domestic, about 30-lb. blocks		
" about 70-lb. loaves		
McLaren's, medium, 2 doz	per doz.	1.15
" Club, 2 doz	"	1.00
Red Edam	each	1
Philo Cream, 1 doz. 10c. size	per doz	95
Elkhorn Pimento, 1 doz	"	1.40

EGGS.

	Per do
Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awltru, packed in cartons	.30

—13—

FANCY GROCERIES.

ad Staple Paste, 5-lb. cans.....per lb.	.33
vies, in oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle..... "	3.25
a, Nonpariel, ½-gal. kegs.....	1.25
" quart, glass .....per doz.	7.50
" bottled, ½ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
n Ginger, large pots, 6 to case...per case	4.25
" medium, 12 to case..... "	4.50
" small, 24 to case..... "	4.25
ies in Maraschino, glass, 1 doz... "	7.00
Cbowder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
: Powder, pints..... "	3.60
" 4 oz..... "	2.40
" 2 oz..... "	1.40
b Peas, extra fins.....per case	21.00
nn's Irish Oatmeal—	
b. cans.....per doz.	3.35
b. cans.....per tin	.70
b. cans..... "	1.65
ey & Palmer's Petit Beurre Biscuit...lb.	.24
" Dinner Biscuit..... "	.33
" Breakfast Biscuit..... "	.33
Packed 7 and 5 lbs. in a can.	
Pepper, ring, pints.....per doz.	1.25
" ½ pints..... "	.60
stnne jars, 4 doz.....	1.75
dore Marquett Mushrooms—	
st choice.....per case	36.00
pice, 100 tins..... "	35.00
tel, 100 tins..... "	33.00
es, ⅛.....per tin	.20
⅙..... "	.35
¼..... "	.60
½..... "	1.25
ps, pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
n Cordial, Bishop's, 1 doz..... "	6.50
alized Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
Juice, Rose's..... "	4.50
r Rose Water..... "	2.25
Peach Water..... "	2.25
d Olives..... "	5.25
Franco-American Food Co.—	Per doz
otbs for invalids, all kinds, ½ pints, 4 doz.	1.40

JILLON CUBES AND LIQUIDS.

o Bouillon Cubes—	
tin, 100 cubes.....	1.70
" 50 cubes.....	.90
doz. tins, 12 cubes eacb.....	2.75
o Clam Bouillon—	
oz. bottles, 1 doz.....	2.00
oz. bottles, 1 doz.....	3.75
o Tomato Bouillon—	Per doz.
t bottles.....	6.00
art bottles.....	9.00
lon jugs.....each	2.75
g's Oxo Cubes—	
s, 10c. size.....per doz.	.85
os, 25c. size..... "	2.00
s, 100 cubes.....per 100	1.65
ur's Beef, Clam and Chicken Cubes—	
all boxes, 12 cubes, 1 doz.....	2.50
dium boxes, 50 eubes.....per tin	.90
ge boxes, 100 cubes ..... "	1.70
ur's Concentrated Bouillon—	
s, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
ur's Tomato Boullion—	
tles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5.....per bottle	3.00
cy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

ur's Solid Extract of Beef—	Per doz.
, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
ur's Fluid Beef Extract—	
tles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
nta.....	6.75
Midas.....	7.10
Medal.....	7.00
ourne.....	6.85
np.....	7.10
ury's Best.....	6.75
er Idem.....	6.05
of the West.....	6.00
eam.....	5.90
er.....	6.60
Seal.....	6.05
y White.....	7.00
r's Best.....	6.60
th Imperial.....	6.50

Prepared Flours.

	Per case
lla Prepared Doughnut, Cake, Ginger-bread and Tea Biscuit Flour—	
oz. 14-oz.....	1.44
oz. 28-oz.....	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

er's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s ;.....	2.60
Pancake, 36 2s.....	2.60
, 18 pkgs.....	1.55
Jemima Buckwbeat, 36s.....	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic. 1 bushel bags.....	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs.....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.56
" " no china. 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
36 pkgs.....	2.85
60 pkgs.....	4.75
144 pkgs	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90

Assorted Case,		Contains 3 dozen.....	$2.70
Lemon	(Straight)	Contains 3 dozen.....	$2.70
Orange	(Straight)	Contains 3 dozen.....	$2.70
Raspberry	(Straight)	Contains 3 dozen.....	$2.70
Strawberry	(Straight)	Contains 3 dozen.....	$2.70
Cherry	(Straight)	Contains 3 dozen.....	$2.70
Chocolate	(Straight)	Contains 3 dozen.....	$2.70
Peach	(Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,		Contains 3 dozen.....	$2.70
Chocolate	(Straight)	Contains 3 dozen.....	2.70
Vanilla	(Straight)	Contains 3 dozen.....	2.70
Strawberry	(Straight)	Contains 3 dozen.....	2.70
Lemon	(Straight)	Contains 3 dozen.....	2.70
Unflavored	(Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	28.00	14.60	7.50	1.65
Med. Irish, No. 2	350-400	27.00	14.10	7.25	1.60
Irish, No. 4	400-450	26.00	13.60	7.00	1.55
Large Cape Shore	100-120	17.00	9.10	4.75	1.10
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Sbad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs.....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	.12 -.16
Bass Native	-.15
Salmon, fresh.....	.12 -.18
Eastern Cod	-.15
Croakers	-.06
Large Hake	-.13
Haddock	-.08
White Cat Fish.....	-.12
Red Cat Fish.....	-.12
Spanish Mackerel.....	.14 -.20
Snappers	-.23
Eels	-.12
Rock Fish.....	.18 -.25
Lobsters.....	-.52
Flounders	-.11
Large White Perch	-.12
Sea Bass	.08 -.12
Blue Fish.....	-.20
Porgies.....	-.06
Fresh Mackerel.....each	-.20
King Fish	.....
Weak Fish	.10 -.16
Butter Fish.....	-.06
Tile	- 08
Shad, Roe.....each	1.75
" Buck ..... "	-.80
Steak Fish ½c. per lb. additional.	

OYSTERS.

Absecons, Primes	8.50 - 9.00
" Culls.....	4.00 - 4.50
Tuckerton, Primes	9.00
" Culls	4.50
Cove, Primes	9.00 -10.00
" Culls.....	4.50 - 5.25
Blue Points.....	6 00
Rockaway.....bbls.	5.50
" .....boxes	5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5 00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs.	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅜
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1 lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ¼-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼ lb. pkgs, 15 lbs	.26½
and ½ lb. pkgs, 15 lbs	.27¼
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Lamon[illegible] gl[illegible], 2 doz	.82½
Milleman[illegible], No 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32 per bottle	.50
Continental, red, 1 doz	.30
" black, 3 doz per box	.67½
" Writing Fluid per qt.	.50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid per qt.	.65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz.	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz.	.40
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons 3 doz. to case	2.83
" " 6½ doz. to case	5.65
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	Per doz.
Veribest, Concentrated—	
1½-lb. pails, 2 doz	2.40
3 lb pails, 1 doz	4.25
	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26 50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Lonbon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2.25
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4½-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 8 doz	.90

—20—

NUTS.

	Per
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.1
Almonds, Ne Plus Ultra, bags, about 75 lbs	.1
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.1
Filberts, bales, about 220 lbs	.1
Brazils, large, bags, about 180 lbs	.1
Pecans, large, bags, about 160 lbs	.14
" medium	.....
Mixed Table Nuts, 25 lbs	.16
Peanuts, Green—	
Jumbo	.08
Fancy, hand picked	.06
Virginia, choice	.05
Peanuts, Roasted—	Per bus
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, choice	1.15
Big Nickel 100 cartons	3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	15.25
10-gal. keg, 1300s	10.25
5-gal. pail, 650s	5.25
16-gal. keg, 3600s	18.25
10-gal. keg, 2200s	12.25
5-gal. pail, 1100s	6.25
16-gal. keg, 5000s	20.50
10-gal. keg, 3000s	13.75
5-gal. pail, 1500s	7.00
16-gal. keg, 7500s	22.75
10-gal. keg, 4500s	15.25
5-gal. pail, 2250s	7.75
Sweet Mixed—	
16-gal. keg	12.
10-gal. keg	8.
5-gal. pail	4
Sour and Dill—	
45-gal. bbl., 1800s	17.
32-gal. bbl., 1200s	12
16-gal. keg, 600s	6.
45-gal. bbl., 2400s	19.
32-gal. bbl., 1600s	13.00
16-gal. keg, 800s	7.00
5-gal. pail, 250s	2.50
45-gal. bbl., 3600s	20.50
32-gal. bbl., 2400s	14.00
16-gal. keg, 1200s	7.50
5-gal. pail, 350s	2 75
Chow-Chow—	
16-gal. keg	10.00
10-gal. keg	6.75
5-gal. pail	3.50
Sweet Pickle Relish—	
16-gal. keg	11.
10-gal. keg	8
5-gal. pail	4.25

VINEGAR.

	Per g
Pure Cider, 45 grain	.17
" 40 grain	.6
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts per doz	2 50
" pints "	
" ½ pints "	
Cruikshank, distilled, white per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	21
Jersey Pork, hutt per hhl.	21
" family "	2
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1 8

SCRAPPLE.

	Per
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3
3 doz. 12-oz. cans	2.7

LARD AND COMPOUNDS.

	Per
Armour's Simon Pure Leaf Lard—	
Small	7.
Medium	7
Large	7
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

ure Lard—		
, 50 lbs. net weight	per lb.	.11½
s, net	"	.11¼
10 tins	6 in crate	7.95
5 tins	12 in crate	8.03
3 tins	20 in crate	8.10
ound—		Per lb.
ces and tubs, about 340 lbs		.11⅛
). tubs		.11¼
). tin pails, 60 lbs		.09⅝
). " 60 lbs		.09¾
). " 60 lbs		.09⅞

DRESSED MEATS.

Dressed Stock—		Per lb.
rs	.10	-.14
ers	.09	-.13
s	.08	-.11
l Calves	.14	-.16
a Calves	....	-.17
berns and Barnyards	.10	-.13
ntry Dressed	.12	-.14
as	.. ..	-.16
p	.13	-.14
a Wethers	....	-.16
bs	.17½	-.18
a Lambs	....	-.19
s	....	-.12½

BUTCHERS' SUNDRIES.

Steer Tongues	each	-.80
Tongues	....	-.60
Heads, scalded	.50	-.75
Breads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
Livers	"	.25 -.30
Kidneys	per doz.	1.25
Livers		.10
s	per doz.	1.20
s, beef	per lb.	.05
beef		16.00
rloin, beef, western		.22
Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

eys—	Per lb.	
tern, young hens, 8 to 10 lbs	.30	-.33
" young toms, 15 to 18 lbs	.30	-.33
hens and toms	.25	-.27
mon to good	.18	-.20
rs—		
adelphia, fresh killed, 3 lbs. and der to pair, fancy	32	-.36
adelphia, fresh killed, 3½ to 4 lbs pair	.32	-.36
adelphia, fresh killed, 3 to 3½ lbs. pair, fancy	.32	-.36
—		
tern, fancy, heavy	.20	-.21
vy Roasters, 4 to 5 lbs	.22	-.24
to good	.18	-.21
cocks	.14	-.15
s—	Per doz.	
e, large, fancy	5.50–6.50	
ed	4.00–5.00	
k	2.00–3.00	

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs	.20	-.22
Springers	.19	-.20
w	.17	-.18
ers	.12	-.13
, young	.15	-.16
old	.14	-.15

RESERVES, JELLIES, JAMS AND MARMALADES.

—	Per doz.
er's, pure	.95
t jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
mmel's, 8-oz. tumblers	.80
ional, 16 oz., 2 doz	.87½
" 3-lb. tins, net weight	1.95
rves—	Per lb.
immel's pure, 12-oz. jars, 2 doz...per doz.	1.45
ional, 30-lb. pails	.09½
thwark, 30-lb. pails	.06½
" 3-lb. toy pails ...per doz.	3.00
—	
Simmel's, pure, 10-oz. jars, 2 doz	1.40
thwark, assorted, jars, 2 doz	.90
ge Marmalade—	
rtley's imported, 4 doz	2.10
immel's, pure, 2 doz	1 50
e 1-Nut Brand Conserves—	

	Per doz., in glass		
a —	Large	Medium	Individual
awberry	3 25	2.00	1.10
d Raspberry	3.00	1.80	1.00
ckberry	3.00	1.80	1.00
ach	2.25	1.40	.80
nberry Sauce	2.25	1.35	.80
ncord Grape	2.40	1.50	.90
ced Plum	2.25	1.35	.....
mson Plum	2.25	1.35	.....
ck Currant	.....	1.80	.....
els—			
d Currant	3.00	1.80	1.00
ck Currant	3.00	1.80	1.00
nce	3.00	1.80	1.00
pe	2.25	1.40	.80
b Apple	2.35	1.50	.90
ple, Spitzenberg	2.25	1.40	.80
va Jelly	.....	1.80	.....
rves—			
eapple, shredded	3.00	1.80	1.00
rry	3.25	2.00	.....
malades—			
pe Fruit	2.25	1.35	.80
nge	2.20	1.35	.80

Large jars packed one dozen, medium two dozen and individual three dozen per case.

—22—

Fruit Butters—		Per doz.
Apple, Southwark, 30 lbs	per pail	1.15
" " full 5-lb. slip cover tins, ½ doz	per case	1.55
" Schimmel's, 30-lb. pails	per lb.	.06¾
" " 3-lb. slip cover tins. 1 doz	per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz	per doz	3.07½
" Mother Cook's, No. 14, 2 doz	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tuhe V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per hbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case 4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

	Pts.	Qts.	½ Gal.	Gal.
Sauer's Flovoring Extracts—				
No. 2, Lemon				.90
No. 2, Vanilla				.90
No. 2, Rose				1.20
No. 2, assorted				.90
No. 3, Lemon				1.25
No. 3, Vanilla				1.50
No. 4, Vanilla				2.25
No. 4, Lemon				2.00
No. 2, assorted cases			per gross	10.80
Nos. 2 and 4, assorted cases			"	11.80
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.50
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.50
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.40
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.40
" 140-lb. cotton bags		.75
New Ivory, 24 large cartons to case		1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

		Per case
Durkee's, large, 1 doz		.....
" small, 2 doz. ½ pints		2.40
Schimmel's, small 2 doz	per doz.	.90
My Wife's, large, 1 doz		1.50
" small, 2 doz		.90

—24—

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.35
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.00
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	2.85
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.00
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.00
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.20
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.20
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co.	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G.	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	....	...	3.15
" Conway	60	60	3.10
" Kirk's	84	...	2.75
" Monarch, Miller	60	...	2.10
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G.	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.00
Star, P. & G.	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	3.85
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.60
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, ¼ gross, per gross	9.50
Marseilles, white, Lautz, 100 pkgs ...200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbanks	4.30
" " 100s	3.85
Oak Leaf, Lautz, 48s	3.75
" " 100, 10c size	3.75
Sapolio, No. 3, 100	4.00
Pearline, 100 pkgs	2.85
" 100 pkgs	3.75
Red Star, Cowan's, Lautz, 48s	3.75
" " 100, 10c size	1.75
Snow Boy, Lautz, 60	2.40
" " 48	3.75
" " 100	3.75
" " 24 family size	3.75
" " laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.70
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace		.80
Nutmegs, ground		.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.70
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.33
" large		.41
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¾
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.35
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz, 1 doz "	.30
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross casc, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.
" medium, 2 doz	1.4
Golden Tree, large, 1 doz	2.4
" medium, 2 doz	1.4

WOOD AND WILLOW WARE.

Brooms.

No.	Per d
6, R. P., fancy	3.2
7, "	3.5
6, Household	3.0
7, "	3.3
6, Monogram	3.5
7, "	3.9
Daisy	3.0

Washboards.

	Per d
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per d
Painted, 2 hoops, flat	1.7
" 3 hoops, flat	1.8
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	2

Butter Dishes.

Wire ends, 1 lb, per 1000	1
" 2 lb. "	1.

Clothes Pins.

5 gross, per box	

Mops.

	Per d
O-Cedar—	
Polish Mop, large size	15.0
" smaller size	9.0
Triangle Mop, large size	15.0
" small size	9.0
Dusting Mop, black, large size	15.0
" " small size	9.0

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Pe
1, Extra fancy large grass	1
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Per
Wood Handles—	
No. 34, fibre, strap handles	1

Shoe Brushes.

	Per
With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	1
No. 7, All pure bristles and full	1
No. 16, All pure bristles, socket dauber, solid back	2

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	1.
No. 10, A	

Dusting Brushes.

No.	Per
7X, 10c. size	
8, Gray, patent fibre	1
18, All horse hair	1
21, " white tipped	1

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	6
Greenback	6
Honest	11
Miners' Extra, 10c. size	5
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6
Sensation, ⅙ gross	6
Wild Rose, ⅓ gross	6
Omega	6
Union Leader	6
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1½ doz pkgs, per box	
Yeast Foam, 1½ doz, "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, March 13, 1916. No. 11

If Mrs. Jones seems to prefer your competitor's store to yours, and her trade is worth while, why not find out the reason? Ask her to tell you frankly why it is—the information might be worth its weight in gold.

What the Pennsylvania Workmen's Compensation Act Can Do to Careless Grocer. A Case Decided With Some Editorial Comment Upon It.

The Tenth Annual Convention of the Pennsylvania Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware.

This Week's "Stroller" Article on the Eccentricities of Some Retail Clerks is Particularly Worth Reading.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

In Every Basket

Greater than any possible profit to the up-to-date grocer is the satisfaction of selling a good article.

Shredded Wheat

brings to the grocer both profit and satisfaction. Shredded Wheat in every basket that goes out means satisfied customers. It is always the same high quality —the one universal, staple breakfast cereal. It is ready-cooked and ready-to-serve.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You ca be the biggest milkman in your neighborhood if you tell you customers to add two cans of cold water to one tall can o HIRES GOLD MILK, and then use on the table for drinkin and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

This Washes

¶ This is not an advertising exaggeration. **Chase-O,** put in with the clothes and a little soap, will wash and blue those clothes better than human hands can do it. For a nickel!

¶ Do you doubt that your women customers will buy **Chase-O?** Pays a good profit, and sells—sells—sells.

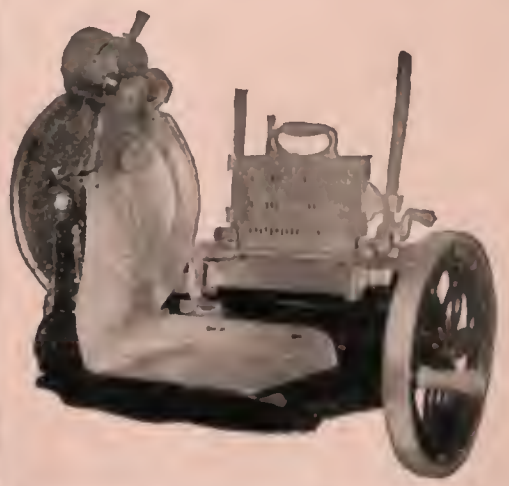
CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Establish Your Store as a Quality Cente

INSTALL

"The World's Best Slicer"



Watch your sales and bank balance gro and the waste disappear. Ask any of th 75,000 users.

Beware of fraudulent agents and imit tions.

Every machine absolutely guaranteed. **Write to-day for free demonstration.**

U. S. Slicing Machine Co

1024 Arch St., Philadelphia

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

OL. LXI. PHILADELPHIA, March 13, 1916. No. 11.

)dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

CERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

Filbert 3286
Filbert 3287 Keystone, Race 746
c Exchange.

l Checks and Drafts payable to the Gro- World Publication Co.

independent journal published ex- ely in the interests of modern mer- s of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

cription Rates, Including Postage, Payable in Advance:

PER YEAR

ited States and Mexico..... $3.00
nada 3.50
eat Britain and Continent of Europe d Asia 4.50
Copies ..... .10

Contents.

PAGE

rs of Three States Meet in cading for Tenth Annual Con- ention 4

Week's One-Time Ads. 6

New York Letter 7

rial 8
und Logic.
Jobbers' Convention.
Excuse.
Mr. Connolly.

the Workmen's Compensation ct Will Do to Careless Gro- rs 8

spondence 9

Grocery Markets 18

PAGE

Individual Market Reports 18

"The Stroller's" Column (Contributed) 20
How Much Would You Pay Mame a Week?

Selling Talks with Clerks 20

Pennsylvania Organization Notes ... 21

Legal Department 22
No. 354.—You Can't Alter a Contract or an Order with Small Type Provisions Printed Somewhere Else.

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 22

Science of Advertising 24

Subscribers' Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 27

American Specialty Manufacturers' Association 25

American Sugar Refining Co...Cover 4

PAGE

Baker & Co., Ltd., Walter 17

Babbitt, Inc., B. T. 23

Buckley, Elton J. 4

California Associated Raisin Co. ... 5

Caplan Grocery Co., The 13

Chase-O Manufacturing Co....Cover 2

Clipper Lawn Mower Co. 23

Crescent Manufacturing Co. 21

Dayton Moneyweight Scale Co. 27

Fleischmann's Yeast 10

Forbes, J. P. 13

Harris Co., Wm. B. .....Cover 4

Hamilton Corporation, The 9

Heacock, H. F. 13

Heckin Can Co., The 21

Hires Condensed Milk Co. ....Cover 2

Indexed Coupon Books 13

Kirk, Foster & Co. 15

Knight Cooking Extract Co. 23

Lautz Bros. Co. .....Cover 2

PAGE

Manufacturers' Representatives (Association of) 25

Mapleine 21

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 19

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products 11

Nowland Co., A. C. 19

Philadelphia Electric Co. 27

Postum Cereal Co. 7

Rumford Chemical Works 21

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson 9

Star Egg Carrier and Tray Mfg. Co., 17, 23

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

U. S. Slicing Machine Co.....Cover 2

Wheatena Co., The 11

Where to Get Premium Goods..... 26

Wilkinson's Sons, C. 27

Ypsilanti Hay Press Co. 23

Jobbers of Three States Meet in Reading for Tenth Annual Convention

Meetings Are Marked by Papers of Unusual Strength and Value. Secretary of Commerce Redfield Speaks on Wednesday Night. Paramount Theme is Helping Retailers to Meet Chain Store Competition. Arjay Davies the New President and Philadelphia the Next Convention City.

The first session of the tenth annual convention of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware, with more than 100 wholesalers present, held in the banquet hall of Berkshire Hotel, Reading, Pa., was called to order at 10.45 by the president. Invocation delivered by the Rev. J. F. Crapp. Address of welcome by Mayor E. H. Filbert on behalf of the city read by Mr. J. J. Knoll, the Mayor being absent from the city.

E. J. Morris, representing the Chamber of Commerce, also extended greetings to the association.

Mr. Martin H. Strauss, not yet having arrived, Mr. Fred. R. Drake, of Easton, Pa., was called upon to respond to the greetings of welcome. Roll call and reading of the minutes were dispensed with and the president proceeded with the annual addresses.

Mr. Hewitt's yearly report was as follows:—

March 7, 1916.

To the Members of the Pennsylvania, New Jersey and Delaware Wholesale Grocers' Association.

Gentlemen:—This sad and awful European war has left its mark upon our trade during this past year. The beginning of the year 1915 found the grocery trade demoralized with poor business and declining prices, which continued until the late summer, when prices began to soar, and many articles of merchandise became difficult to obtain.

I am happy to say, however, that the improvement to business which came in the fall was so rapid and large that the earlier depression has been forgotten and general prosperity is the feature of to-day.

It behooves us all to act with caution in this period of high prices, for the unhealthy stimulus of the war in Europe must be followed by a great reaction.

Your president, in conjunction with a good committee, was active in endeavoring to secure a direct steamship connection between Philadelphia and the Pacific coast. Our efforts were partly successful until our Panama Canal was overwhelmed with great slides of earth, which prevented the further continuance of our work.

A similar committee should be appointed to take up this work as soon as the canal is again ready for business. A direct line of steamers from the Pacific coast to Philadelphia will be of great advantage to almost everyone of our interior members throughout the three States.

During the past year your president, with a committee, held a conference with a committee of the Philadelphia auxiliary of the American Specialty Manufacturers' Association, taking up the subject of specialty orders and how to treat them. While this association guarantees by its seal the correctness of the sale to the retail grocer, we find a tendency to overload the purchaser, causing embarrassment and sometimes friction between the wholesale grocer and his customer. Some adjustments are necessary upon this point.

Your president, with the valuable help of F. B. Reeves, Jr., Frank Halpen, W. J. Young and C. A. Carey, has also been active this past year in endeavoring to secure some changes for the better in our water contract with shippers from the Pacific coast. I am glad to say that in this matter we are having the helpful co-operation of the Executive Committee of the National Wholesale Grocers' Association.

Looking forward into the new year I would suggest a greater attention to the importance of our salesmen in promoting business. They are most valuable helpers in the distribution of food products and creators of trade.

In Philadelphia we had two quite successful meetings with our men. We have invited them to sit down with us at a banquet and have discussed with them our local conditions and have been benefited by their hearty co-operation and earnest enthusiasm. We feel that these meetings have given a new impetus to the business life of our city.

I would earnestly recommend that in our local zone meetings some time be set aside to meet your men in this collective way. It will do you both much good.

A great forward step this year in our association is the invitation to the retail grocers of Reading to meet with us for conference and discussion. I consider this a most important step—the bringing together of jobber and retailer must be of great advantage to us both.

During the coming year the question of the Stevens-Ayers Price Maintenance Bill will come before us for discussion. It is a question that should be given most thoughtful consideration. We should not be too hasty in coming to a conclusion. I hope also we will have a clearer light upon the workings of the Fair Trades Commission.

I hope you will all enjoy this present convention and enter heartily into the discussions, so that we may all receive valuable hints to help us in our business for the coming year.

Mr. A. M. Graves followed Mr. Hewitt with his report as secretary and general manager.

The secretary's annual report was as follows:—

In our last report we expressed the opinion that this country was on the eve of a great prosperity, possibly the greatest it has ever known in its history. Gentlemen, that prosperity has arrived; it is here, and is seen and felt in almost every line of industry. We rejoice and are exceedingly glad to know that the wholesale grocers, after waiting through six or seven months of the year, are now enjoying their fair share of these good times, and we trust a reasonable increase in profits.

We have recently compiled a routing list of retail grocers of Philadelphia proper, numbering 5,421 stores in all, classified as follows: Chain stores, 817; association stores, 860, and strictly independent stores, 3,744. It is estimated that the Philadelphia chain store companies operate about 480 stores outside of Philadelphia. We have a list also of all retailers outside of Philadelphia located in the territory covered by this association, and members on application can be furnished with a list of retailers in counties covered by their salesmen. We cannot guarantee this list to be absolutely correct up to date, owing to constant changes in the ranks of the retail trade, but no doubt sufficiently so that it will enable you to check with it the names you have on your books.

The adjustment of membership dues, as advised by the Executive Committee, to correspond with the association year, which begins March 1st of each year, has affected our finances somewhat, but will right itself next year, as all annual dues hereafter will be due March 1st and payable right after each annual convention.

The receipts and disbursements, as per our records, are as follows:—

Balance March 10, 1915.....	$556 97
Receipts from dues for the year	7,400 59
Receipts from other sources..	512 61
Total	$8,470 17
Disbursements per vouchers on treasurer	8,177 72
Balance in hands of treasurer March 8th.....	$292 45

Zone meetings were held in Wilkes-Barre, October 5th; at Reading, October 28th; at Scranton, November 4th, and at Altoona, December 4th. These were all well attended and much interest shown in the discussion of trade subjects. Especially was this true at Reading, where we held an all-day session, and at Altoona, where the jobbers' salesmen were present. These meetings act as a clearing house for the adjustment of local differences and establishing a closer personal friendship, break down formalities.

We have felt for a long time the need of some construction work being done by the jobber in the interest and for the benefit of the retail grocer, and last year mention was made of the Harvard University plan to teach the retailer the necessity of knowing his cost of doing business and the importance of adopting a correct accounting system in his business, therefore we are particularly pleased to notice that your Programme Committee has arranged a session this afternoon in the interest of the retail grocer and that they have secured Dr. Melvin T. Copeland, of Harvard University, as one of the speakers. Now, let us make this occasion the outstanding feature of the convention and a foundation for greater efforts along the same line.

A man said to me recently, that as wholesale grocers we plan things on too small a scale. Perhaps he is right. This much is true, that there is an inspiration in a large task which is not possible in one that is small. That it may not be said of this association it plans on too small a scale, we propose to hold a series of retail conferences or institutes of one or two days in two or more sections of our territory during the months of July and August. This idea is perfectly feasible and we hope will appeal to you as practical, constructive work, and which must sooner or later be done if we expect to help our customers to meet the competition of the chain stores and mail order houses and conti
business. We believe that when t
tails of the plan are explained,
manufacturers will be glad to co-c
with the wholesale grocers in th
trict where an institute is to be h
helping to provide the necessary e
fund.

Our office continues to use its inf
in favor of 1-cent letter postage.
fact that fifty-three Congressmen,
swer to "letters from home," ha
troduced bills and expressed viev
1-cent letter postage, indicates a
ing sentiment in favor of this l
tion. We have also given sustaine
port to the Stevens Bill, now kno
the new Stevens-Ashurst Bill, und
title "To protect the public again
honest advertising and false pre
in merchandising." The new b
pecially permits discount for cas
for quantity, and for allowance
rates covering cost of transpor
and also exempts sales to librari
other public institutions. We
copies of the new bill and liter
telling you why you should supp
The latest tally shows 209 memb
the House in favor of the bill. T
almost a majority.

It was moved and seconded
the association consider the re
mendations of Mr. Graves an
proper committees follow his
gestions.

Mr. Graves included the r
of the treasurer in his paper.

Mr. Theodore Whitmarsh
Francis H. Leggett & Co.,
York City, the president of the
tional Wholesale Grocers' Ass
tion, delivered a forceful ad
evidently very much appre
judging by the enthusiasm
which it was received. He to
on the evils of the diversity of
in the various States. comp
the situation of some article
merchandise with the ridiculou
sition a woman would be plac
if, according to the law of
State, she were considered ma
and according to the law in an
unmarried.

The difficulty of bringing a
uniform legislation is that one
may insist that if uniformit
arranged, all laws should con
with that State's laws. The
proper method of bringing
uniformity would be to leave
work in the hands of a nat
body of men expert in legi
forms.

Mr. Whitmarsh took up the
tion of the chain store as bein
big plague of the grocery tr
which, according to some, thre
to overwhelm the small grocer

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery Wor
Attorney and Counselor at L
643-648 Land Title Buildin
Philadelphia, Pa.
Telephones { Bell Spruce 2698-2699
Keystone Race 74

country. Personally Mr. Whitmarsh feels that the chain store is alue to the retailer in so far as ints out unnecessary expenses shows the way of eliminating . A live grocer can therefore ome such a competitor for he find ways to demonstrate to consuming public that it is to advantage to trade with him. ever, it is incumbent on the to be up in arms where unfair etition is resorted to. When stores are able to get goods e same basis as the wholesale they can use these items as to the injury of the retailer. anufacturer who sells to the store on the same basis as to obber is committing business le, because he is catering to 5 ent. of his customers to the in- of possibly 95 per cent., for tics tell us that of the annual bills in this country of 4½ bil- lollars, $1,698,000,000 is dis- ed through the corner grocery or 37.9 per cent.; $900,000,- or 20 per cent., through the al store; $1,000,000,000, or 22 cent., through the butcher; 00,000, or 9 per cent., rural ry; $50,000,000 or 1 per cent., gh the mail-order house; 00,000, or 3 per cent., gh the chain stores; and the e of 6.7 per cent. through the other sources.

manufacturer to be fair must the small store if he will sell chain store, and on equal I believe the wholesale gro- a class are broad enough to that if the manufacturer can irect with the retailer so that timate consumer is benefited, uld do so, but let him do *one* or the *other*—sell entirely h the jobber or entirely h the retailer.

Whitmarsh is very much in of the education of the re- the jobber to help wherever e, with the idea that in help- e small merchant to stay in ss he is making his own busi- ecure, for when the chain verwhelms the small store ber can be sure he too will be the shelf.

work of the Institute of Cer- d Grocers in England was nded by Mr. Whitmarsh.

J. Grant Schwarz, chairman Legislative Committee, pre- a report of the work of the tive Committee, embodying the killing of a bill prohibiting the coloration of macaroni—objected to because it would have established a precedent opening the way to the passing of more laws not conforming with the Federal law. As far as pure food laws were concerned, the chairman feels that the present laws are efficient.

Mr. Schwarz recommended the wholesalers to do all in their power to help the retailer by having the garnishee act passed. He asked those interested in getting a mercantile tax exemption to meet him after the morning session. He claims that only 2 per cent. of the wholesalers are incorporated, yet they all pay a mercantile tax.

Mr. Schwarz also called attention to a drug act to come up in the next session of Congress that would prohibit others than druggists to handle even such things as caustic soda, etc.

In closing Mr. Schwarz spoke of the cut-rate stores' strenuous objections to the Stevens-Ayers bill. These stores have some pretty strong advertising on the subject because the bill would hurt them—a subject for deep thought.

Mr. Hewitt called on only one manufacturer's representative, Mr. Bond, although he mentioned Messrs. Warren, Frazer, Unger, Nolan, Smith, Rohr, Wood, etc. Mr. Bond, of Wm. McCormick & Co., was asked to talk further on the contemplated drug law.

Mr. Bond feels that opposition will defeat this act in the New Jersey Legislature, as it has in Maryland, Georgia, Kentucky, Alabama and South Carolina. In Iowa such a bill went through because it was not opposed, and Iowa merchants now find themselves able to sell only seven or eleven items understood as drugs.

A certain national association, up to the minute for its own purposes, passed at its national convention during three consecutive years a resolution directing its attorneys to draft model laws which would prevent the participation in any way whatever of anybody but registered pharmacists in the drug business. This is an attempt at class legislation and in this case would hinder the public in securing proper goods for proper occasions.

Such a bill is Senate Bill 231 and House Bill 232, now before the New Jersey Legislature. Such bills should have a provision that noth-

This Brand Marks a New Era in the Raisin Business

Sun-Maid Raisins

standardize product and prices in the raisin business, from grower to consumer.

6000 California raisin growers are achieving this result with this brand by an organized campaign of national educational advertising.

Raisins Now Sure

This makes raisins a safe buy always by steadying the market price and developing a new demand.

These associated growers virtually have put an end to the old speculative days, when you never knew, from week to week, how much you would have to pay for raisins.

Now you are sure of steady profits.

A National Demand

Our nation-wide advertising is booming the demand for this brand. Sun-Maid Raisins are the only brand nationally advertised. They represent the choice of 6000 vineyards—plump, meaty, luscious white muscatels, sun-cured in the vineyards, seeded, and packed in attractive cartons—36-16s to the case.

The retail price is 15c, 2 for 25c.

Let us tell you how we help you cash in on the prestige and reputation of Sun-Maid raisins. Write the office nearest you, *to-day*.

CALIFORNIA ASSOCIATED RAISIN CO.
(Membership 6000 Growers)
FRESNO, CALIFORNIA

Hearst Bldg., Chicago (193) 113 Hudson St., New York

ing therein should be construed to mean that the general merchant should not handle the ordinary household remedies, patent medicines and proprietary goods in the original packages.

All submitted for the association's consideration.

—

WEDNESDAY P. M.

At this session there was a very large attendance, composed of retailers as well as wholesalers, and numbering nearly 500.

The first speaker was Mr. Thomas M. Rice, secretary Philadelphia Wholesale Grocery Salesmen's Association, on the subject of "The Salesman and His Customer."

Mr. Rice's paper was as follows:

I was asked to talk on "The Salesman and His Customer," and after thinking over the relation of the one to the other I became convinced that the whole phase of the question resolves itself around three points, namely:—

1.—The attitude of the salesman toward his house.

2.—The attitude of a salesman toward the goods he is selling.

3.—The attitude of a salesman toward his customer.

The attitude of a salesman toward his house should be loyal, enthusiastic and honest. He must be loyal in his endeavor to conserve its interest, uphold its reputation and maintain for it the respect and dignity established by its years of faithful, honest service.

He must be enthusiastic, but not to too great a degree—over-estimation of his employer's ability with a belittling opinion of his competitor, is not real enthusiasm. On the other hand, his enthusiasm should be an acknowledgment of the fact that he has back of him the mental and financial aid so ably blended as to be able to place him in the position of being a real value to the trade.

He must be honest and have a gentlemanly bearing, for only by his actions can he create that atmosphere of confidence which is essential for his welfare and the welfare of the house he has the honor to represent. Someone has said "your name is your greatest asset, and your personality is your trade-mark," and the salesman who possesses these qualities has won half of the battle, provided he has a clear knowledge of the line he is selling.

The attitude toward the goods he is selling should be enthusiastic, born by the confidence that he has the quality and the price, the two essentials necessary to make him a factor in the trade.

He should know his line and be able to advise his customer as to its selling value, profit bearing and trade winning qualities. His thought should be the good he can do for the grocer with his brands. He may enter a store where the shelves are filled with goods labeled in attractive colors, but that should not dampen his enthusiasm, for if he is wise he will know the quality that is under the brightest label.

I know the goods under my label are of superior kind, I have seen the peas, string beans, corn and tomatoes open; I have seen them ready for serving and I know there will be a favorable opinion as to their character when eaten.

A salesman knowing the quality of his own goods should also have knowledge of his competitor's brands if he wants to talk intelligently. When he enters a store a glance at the surroundings will tell him who is his competitor, and a knowledge of these goods will be a wonderful help. I know Kelso tomatoes and Monco peas and Mistletoe corn and Servis beans are good goods, for I have sampled them. I know the worth of Sunlite rice and Tartan coffee, for I have tried them, and I also know that the firms who place these goods on the market are reputable houses and I would not speak deprecatingly of their goods, but my brand is the Bellevue Brand, and while I do not claim that the buyer of my house has supernatural powers, I do feel that he is a connoisseur in the art of judging quality and is able to place at my disposal the kind of goods that will make me a real value to the trade.

With this confidence I am filled with enthusiasm that my brand of canned goods, my teas and coffee are just the kind a grocer should have if he desires a reputation in his neighborhood for selling the best goods. This should be the attitude of every salesman.

The attitude toward his customer should be one of personal interest. He should endeavor to create an atmosphere of confidence that the customer's interest and welfare is his aim and ambition, ever keeping before him the thought that his treatment of the customer is a reflection of the attitude of the house he represents. His business is creating and catering to imaginary wants, and his pleasing personality and gentlemanly bearing will often plant the seed of future preference.

His sincerity and advice will often counteract the unpleasant atmosphere created for him by some unscrupulous representative. He should remember that every person possesses a certain amount of egotism and every tradesman feels he uses the rarest of judgment in the price he pays and the quality he selects. A continual reference to his competitor's goods is nauseating. If he believes in his house, if he believes in his goods, it is his business to talk his own merchandise. I once asked a grocer what was his idea of a salesman, and his answer was, "A man who was clean shaven and forgot he had a competitor." This is, in a measure, true, for his competitor's brands must certainly have some redeeming features if it is necessary to continue to refer to him to sell his own goods.

Advising a customer to substitute an inferior grade because it shows him a better profit than the article his competitor is selling him is an abuse of confidence which the tradesman has in the salesman's advice.

Recently I asked a very prosperous grocer why he bought his goods from the same houses for so many years, and his answer was, "My confidence in the advice of my salesmen, and only once have I wandered from the straight and narrow path, and that was when I accepted the advice of an inexperienced coffee salesman and purchased what I supposed was a good drinking coffee to sell as my best grade because it showed me a better profit, and the damage he did I will never be able to tell."

So, my friends, I might add word upon word about salesmanship, but after all is said, we find the whole fabric resolves itself about the word "confidence:" the salesman's confidence in his house and in the goods he is selling, and the confidence he creates in the mind of his customers.

Years ago it was measured from the standpoint of how much he could do his customer, but the salesman of to-day must play the game squarely.

His business is that of creating and catering to imaginary wants, and his worth to his house depends upon how much business he secures from the merchants he can bring under his hypnotic influence. While confidence and quality count, price is likewise a big factor. The salesman to be successful must have the hearty co-operation of his firm. To produce results he must have the ammunition—preparedness is the first principle of self preservation and immediate advice on the change of markets is essential to secure business—he stands between two pillars, the merchant on one side and his employer on the other, he is the medium of exchange and the success of both means prosperity for him.

Dr. Melvin T. Copeland, Ph.D., followed with a discussion of methods of estimating the cost of doing business.

Mr. Copeland's address was as follows:—

THE STUDY OF THE RETAIL GROCERY TRADE BY THE HARVARD BUREAU OF BUSINESS RESEARCH.

How many of your customers know what it costs them to operate their stores? How many know at the end of each year how much money they have made or lost? Of those who do have exact figures for their expenses and profit, how many know at just what points their expenses should be reduced? What would it mean to you, as wholesalers, if even 50 per cent. of your customers had these vital facts about their businesses? Yet is there any valid reason why they should not know these facts? These are fundamental questions upon which the Harvard Bureau of Business Research is trying to shed more light.

Before discussing the methods and results of this research, however, I wish to answer another question which is very likely uppermost in your minds—Why are we making this study of the retail grocery trade? In brief, the object of the Bureau's research is to find out the fact about business for teaching purposes in the Harvard Graduate School of Business Administration. Ours is a professional school and it is absolutely essential that we know the facts as a basis for instruction. The Bureau of Business Research was established by the school in 1911 as an agency for the conduct of these investigations. Up to the present time the Bureau has been studying chiefly the retail shoe and grocery trades, but it has also made some preliminary investigation of several other lines of business, and it is at present commencing studies of the wholesale shoe and grocery businesses. In other words, the Bureau has commenced a thoroughgoing study of the great subject of marketing, which presents such complex problems and which hitherto has been given little scientific study.

In our study of the retail grocery business, as in our other research, we have found it necessary to prepare a uniform accounting system as a means of securing comparable figures for profits and expenses. The introduction of the Harvard System of Accounts for Retail Grocers, however, we consider to be only a necessary incidental. We have not set out to reform the retail grocery business; our task is to collect figures and to learn the best trade practice. The information which we obtain from individual business men is, of course, kept strictly confidential a position as a non-competing ins enables us to obtain information could not be secured by individ vestigators and seldom by assoc The results of our inquiries ar marized for our own use and glad to share these results with b men who are interested.

The Bureau's study of the ret cery trade was begun in June, 19 to the present time we have o detailed information from over tail grocery stores in all parts United States. From a little ov these stores we have obtained complete profit and loss stat Many of these statements were out by our own agents last sum rectly from the books of r About three months ago the published a preliminary statemen results which have so far been o This bulletin, "Expenses in O Retail Grocery Stores," like the a ing system, is sent without any to members of the retail and wh grocery trades.

The figures which are summa this bulletin are only for ordina cery and provision stores; stores chiefly fancy groceries, chain sto department stores are not i Some of these figures are of spe terest. The Bureau found, for e that in the 253 stores from w has reliable figures, gross profit from 14.6 per cent. of net sales per cent. The most common that is, the figure shown by the number of stores, is 21 per cent. expense, which of course inclu ary of proprietor and rent of store, but does not include intere ies from 10.1 per cent. to 25.2 pe the common figure is 16.5 per ce Bureau found that quite a nu grocery stores are being opera 13 per cent. All of the stores latter class, in fact, most of tho a total expense of less than 16 p have very good accounting system know what they are doing. Ne (or loss) varies from a loss of cent. of the net sales to a net p 11 per cent. Ordinarily net p from 2.5 per cent. to 5.5 per cent

The largest single item in the e statement is for salaries and w salesforce, which varies from cent. to 10.6 per cent. The comm ure for this item is 6.5 per cen a group of more efficient stores s only 5 per cent. for salesforce. a retailer does not realize t clerks' time involves his heavi pense, and that ordinarily the possibilities for economy are in s larger sales per clerk. The next item is for delivery expense. W delivery force varies from 0.6 p of net sales to 3.5 per cent., ce around 1.5 per cent. Other deliv pense varies from 0.3 per cent per cent., also centering around cent. Thus total delivery ex commonly about 3 per cent., b erous stores have reduced it to cent. Any retailer whose total expense is over 3 per cent. is p too heavy charges for that ser will not go into the other it expense in detail, since any of y

(Continued on page 10.)

—

The Week's One-Time Ads.

The Ypsilanti Hay Press Co. (how do you pronounce that, anyway) is back in the paper again this week with an ad. for that crack little baler of theirs, intended for small stores that don't have much waste paper. It makes a good tight bale of 60-75 pounds and only takes up 14 x 18 x 24 inches—you almost keep it in the cash re Did you hear the price? Tw five dollars. What do you th that—*Twenty-five* dollars for baler. Do yourself a good tu look it up.

JIMMY MAN

The New York Letter

ted States Supreme Court Will Review the Victor Fixed Price Case. Chain Five-and-Ten Cent Store Concern in Trouble. New Coffee Contract Adopted for Rio and Santos. Market Summary.

Correspondence of "Modern Merchant d Grocery World."

New York, March 10, 1916.

trade here has been much in- d in the fact that the United Supreme Court has agreed to re- the decision of the United States t Court of Appeals for this dis- regarding the right of the Victor ng Machine Co. to control the of its products. A full account case appeared in this paper at the that it came up for trial. The Talking Machine Co. claimed nasmuch as all its goods are pat- it had the right to compel the to distribute only at prices the company itself fixed.

H. Macy & Co., local department people, cut prices and the Victor ng Machine Co. objected, asking n injunction. The United States ct Court ruled that the Victor ne Co. could not control the prices ods which it had sold, but the t Court reversed this and sus- the view of the Victor Co. with a monopoly in its patented prod- could prescribe conditions as to The decision in this case is expected to still further clarify the law as to the right of the manufacturer to control the retail prices of his product.

* * *

The United 5 and 10-Cent Stores, a New York Corporation, which has maintained offices at 106 E. Nineteenth street, is in trouble and a petition in bankruptcy has been filed against it during the week. The creditors who are pressing claims against it are the C. C. Thompson Pottery Co., Tritt China Co. and the Diamond Glass Co. The concern has been on the rocks for several months. It was a schemed promotion company in the beginning, organized more as a means of selling stock to the public than for any other reason. It had one store in Syracuse, N. Y., and a few stores in other States.

* * *

There has been given out during the week by the National Coffee Roasters' Association a revised form of a "Cost and Freight Contract," which contract is expected in the future to control most sales of Rio and Santos coffee.

The substance of the proposed contract is as follows:—

TERMS GOVERNING DESCRIPTION.

Flat bean, Bourbon and washed.

Size of bean shall be classified as follows: Large, bold, good, medium, small.

Color as follows: Dark green, green, light green, medium, lightesh, light, yellow and fading. Bluish and blue for washed coffees.

Roasting qualities as follows: Poor, fair, good, fine, fancy.

Cup quality as follows: Fair, soft, fine.

These descriptions to be standardized and to remain the same at all times, irrespective of season or crop conditions.

In case that the shipment tendered against the contract does not constitute a good delivery in the opinion of the buyer, and no equitable settlement can be arrived at between the buyer and the agent, the case shall then be submitted to a Board of Arbitrators, consisting of one to be appointed by the agent and one by the buyer. If no settlement can be reached, a third is then to be selected by the two already appointed, whose decision shall be final. The selection of these arbitrators is to be confined to the city or locality in which the seller's agent is located.

Notice of complaint on shipment to be made on ship samples within five days from delivery of samples to the buyer. Should the delivery of the coffee differ from ship samples, the agent must be advised within a reasonable time after the arrival of the steamer.

In case of arbitration the cost shall be as follows, in addition to the necessary expense for sampling and other incidentals, and shall be paid by the loser of the aribitration:

Five cents per bag to each of the two or three arbitrators, as the case may be.

Three-pound samples must be drawn from each chop of the entire shipment, representing an average sample of not less than twenty bags, where the chop in question contains more than twenty bags; where less, the sample should represent an average of the entire chop.

SUMMARIZED MARKET CONDITIONS.

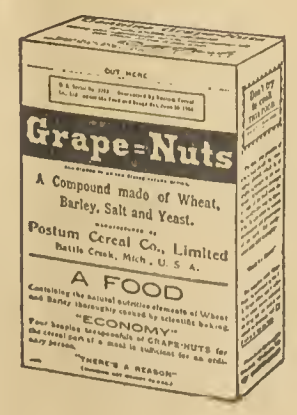
Tea quiet, but firm, particularly on India-Ceylon. Stocks of these teas are low.—Coffee quiet, but firm. Rio and Santos probably just a shade higher for the week. Milds in moderate demand and steady to firm.—Sugar strong and high. All refiners quoted 6.50 cents for granulated and raws being quoted up to 5.39 cents.—Pink salmon is higher on the coast and full line steady to firm. Stocks are not large and demand is good. England reported to be in the market. Sardines, both domestic and imported, scarce and firm, particularly domestic brands.—All canned vegetables unchanged, with French mushrooms the scarcest on the list.—Perhaps canned tomatoes are a shade easier. Prunes steady to firm, in spite of the English embargo on exports, which goes into effect to-day. The outlook seems strong on the coast, but eastern markets are not so strong. Other dried fruits are unchanged, most lines being firm.—Wheat has fluctuated considerably during the week, being irregular and netting rather weak. Flour has followed wheat closely and prices are about on the same basis as a week ago.

An All-Year-Round Profit Maker

Just notice how **Grape-Nuts** steadily moves from the shelves. The power of heavy, steady newspaper and magazine advertising, sampling, demonstrating, etc., is behind its sale.

Grape-Nuts

is virtually sold before it is bought by retailers—consumers simply call for it. And dealers' profits are increasing in volume each year.



"There's a Reason"

Because of the established demand—

Sales are Guaranteed

WITH THE EDITOR

The Jobbers' Convention.

As a rule, convention papers are the driest things on earth—even dryer to read than to listen to. This is partly due to the fact that very often silly and empty subjects are assigned, and given to speakers who are not limited as to time.

Last week's convention of the Wholesale Grocers' Association of Pennsylvania, New Jersey and Delaware was an exception to the above rule. Some of the papers read there and reproduced elsewhere are masterpieces of valuable advice and information. Mr. Davies' address on "Closer Co-operation Between Wholesale and Retail Grocers," and several of the others, were addresses such as are rarely heard at trade conventions. It is another notable fact that the atmosphere of the entire convention was permeated with the feeling that the jobbers of this territory *must*—to help themselves—do more to help the retailer. Not necessarily in the way of selling goods for less money, but in the way of rendering more business service. The commercial world is rapidly reaching the conclusion that a seller's relation to a buyer does not end when he delivers his goods and gets his money, but that he will find it good business to go further and help his buyer dispose of the goods purchased at a profit.

No Excuse.

I confess that I have but little sympathy for the grocer who is the hero of the case under the Workmen's Compensation Act reported in another column. This grocer has just been ordered to pay to the widow of a clerk who was killed while delivering goods, 40 per cent. of the clerk's wages for 500 weeks, a sum which will approximate $3,000. The grocer had not seen fit to take out insurance, so that every penny of this sum comes out of his own pocket.

I have little sympathy for him because he is either an outrageous ignoramus or a jackass. There is not the smallest justification for a grocer who is ignorant about the Pennsylvania Workmen's Compensation Act. The act was passed in the spring of 1915, not to go into effect until January 1, 1916. For eight or nine months newspapers all over the State published matter about it, insurance agents solicited business on the strength of it and distributed literature about it, the State insurance fund issued bulletins, the "Modern Merchant and Grocery World" published the act in full, with a digest of its provisions, and also published for three months prior to January 1st a weekly article on "Possible Cases Under the Pennsylvania Workmen's Compensation Act." The grocer who could preserve his ignorance through all this din of information is dead and should submit to instant burial.

And if he knew about the act, but failed to insure himself under it, he is a jackass. In either case, he deserves all he got and I hope this will prove a lesson to him.

Mr. Connolly.

I have received from San Francisco, Cal., in an envelope of the "California Retail Grocers' and Merchants' Association, Frank B. Connolly, Secretary," an article from the San Francisco "Chronicle," which I am evidently expected to publish, and which informs the listening world that

CONNOLLY SHINES IN DUAL ROLE

Retail Grocers' Secretary Appears in His Own Musical Comedy at Savoy

Frank B. Connolly, secretary of the Retail Grocers' Association, enjoyed the unique distinction of appearing last night at the Savoy Theatre in the leading role of a musical comedy written by himself. The play, which he well named "The Follies of the Grocer," was presented for the benefit of the association and was witnessed by an audience that taxed the capacity of the McAllister street showhouse.

Mr. Connolly is also president of the National Retail Grocers' Association. The receipt of the above moves me to inquire:

1.—Who paid the postage on it—the California Retail Merchants' Association, or Mr. Connolly personally?

2.—Why didn't whoever it was pay the full 4 cents, instead of paying 2 and leaving the balance to be collected at this end?

3.—Who cares a darn whether Mr. Connolly goes on the stage anyway?

Mr. Connolly is a man of ability and when he was elected National President I hoped that he would put some filling into that feeble little shell of an organization. He hasn't done it. His activities seem to be spent on doing press agency work for himself. So far as I have seen, he hasn't done one thing, since he was elected president, that helped the National or its members one particle. Why doesn't he pay more attention to his office and less to himself?

Sound Logic.

A writer named Jay Chapin, of Niagara Falls, N. Y., says through "Printers' Ink" that he believes the small merchant will find that the Stevens bill, if it passes, is not the boon he thought it would be. This is his argument:—

> This Harvard report states that the average grocery store carries from 750 to 1,000 brands of merchandise. Suppose that even half of the proprietors of these brands decide to take advantage of this law, if enacted, and regulate the prices, to consumers, of their products. Would not the average grocer find that he had a new and very complex problem confonting him?
>
> Should he desire to hold a closing out sale, would not the requirements imposed on him be very difficult?
>
> There can be no doubt that "price cutting" involves unpleasant, and even unfair, conditions to many owners of well-advertised products, but in what field of human activities is there not some injustice difficult to remedy by law? Our patent laws give protection to the inventor for seventeen years only, in return for his disclosing to the public the details of his invention; but do not give a *permanent* privilege of regulating prices through to the consumer, as it is now proposed to grant to owners of trade-marks.
>
> Most inventions are designed either to improve a present product, or to reduce cost, and the public has benefited tremendously by the lower prices given to them when patents have expired.
>
> A trade-mark is most valuable when it signifies distinctive quality to the consuming public; and such recognition may develop gradually without advertising or more quickly through the combination of real merit and good advertising.
>
> As the laws are interpreted, the owner of a trade-mark has *now*, perpetual, and broader rights, than those given to the inventor.
>
> It is natural, however, for the makers of good products to be very sensitive to what they consider fair treatment, even sometimes getting the substantial financial success which quality plus advertising has brought to them.

This is along the line of the suggestions which this paper has made from time to time as to what the probable results of the Stevens bill would be. I despise with all my heart the merchant whose particular brand of salesmanship consists in selling Ivory soap at 2 cents a cake in order to lure people into his store to buy 30-cent tea at 60 cents. This is a destroyer and a deceiver and he ought to be stopped. But comparing him with the Stevens bill is like burning down the barn in order to get rid of the rats in it. The remedy is worse than the disease.

What the Workmen's Compensation Act Will Do to Careless Grocers.

Case Decided in Harrisburg Court That a Clerk Delivering Goods After Hours is Still an Employe and if Hurt is Entitled to Compensation. In This Case the Grocer Had Taken Out No Insurance.

A case decided in Harrisburg during the week under the Pennsylvania Workmen's Compensation Act shows how the new law is going to affect grocers who are making no preparations to obey it, particularly as to insuring themselves against loss.

The case was decided by one of the official referees. The complainant was the widow of one Noah Maulfair, a grocery delivery clerk. Maulfair was fatally injured while delivering goods and the widow claimed compensation under the new act. The grocer who employed Maulfair defended on the ground that the latter had finished his day's work at the store and was merely delivering an order as a accommodation. The referee cut short work of this defense, ruling that Maulfair was working for his employer at the time he was injured and was entitled to compensation under the act. He therefore allowed the widow 40 per cent. of Maulfair's wages for 500 weeks. The grocer had not thought it necessary to take out any insurance

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, ng understood that we do not hold ourselves responsible for any views expressed therein. All com- ations must be accompanied by the writer's name and address as an evidence of good faith, but not arily for publication. All inquiries within our power to answer will also be noticed in this department.

A Cafeteria Grocery Store.

incoln, Neb., Feb. 28, 1916.
the Editor.

ear Sir:—In keeping posted the latest wrinkles in our ness, I've received an inkling there are grocery stores oper- on the cafeteria plan; in other ds, the purchasers wait on them- es.

as such a plan come to your ce? If so, would you kindly ish me with detailed informa- as to name and whereabouts, ther the name "Cafeteria Gro- " is the only attraction and the is as in other grocery stores, whether they were mistaken for ery stores which conduct a reg- cafeteria restaurant in con- ion, or wherein they differ the ordinary grocery. Do cut prices? Some idea of the nse saving would be very esting.

ny information you can furnish be greatly appreciated. Am osing stamp for reply. If I can ny way return this favor, com- me. Very truly yours,
PEOPLE'S GROCERY,
Wm. Beachley.

here is only one cafeteria gro- store operating in the United es so far as we know, and that California. Mr. Beachley has advised to write to Preston Kinney, publisher "Commercial letin," Los Angeles, Cal., for rmation about it.

* * *

Glove Machinery for Sale.

anielsville, Pa., Mch. 3, 1916.
the Editor.

ear Sir:—We note request in February 28th issue of "Mod- Merchant and Grocery World," age 12, for name of firms hand- machinery for making canvas es, also where to purchase ma- al for making same. We have some time been engaged in the ufacturing of canvas gloves, on account of labor troubles e discontinued the business, so e quite some sewing machines, ting machines and dies in stock same are all as good as new. also have some material for ufacturing of canvas gloves in k and would therefore be sed to have you favor us with name of party making this inquiry so as we can get in communication with them, as we have the above for sale and can also put them in touch with the very largest and best manufacturers of materials, etc., used in the manufacturing of canvas gloves.

We thank you for a prompt reply. Yours truly,
MARSH & HERMAN.

This correspondent has been sent the name of the subscriber who asked about glove machinery in a recent issue. The above letter is published because it may interest somebody else.

* * *

Cover for Cheese Cutter.

Freehold, N. J., March 7, 1916.
To the Editor.

Dear Sir:—Can you tell us where we can get a glass cover for the Dayton cheese cutter? This cheese cutter is made by the Dayton Computing Scale Co., Dayton, Ohio.

Thanking you, we are,
Very truly yours,
CHAS. MOUNT & Co.

The Moneyweight Scale Co., 225 Fifth Avenue, New York City, make a cabinet with wooden frame and glass sides and top. Price $15.

H. F. Heacock, 51 North Second street, Philadelphia, also has a cabinet for $6.50; oak frame.

* * *

Charges Against the Dill Medicine Company.

Pittsburgh, Pa., Mch. 6, 1916.
To the Editor.

Dear Sir:—I note with interest what you state in reference to the Dill Medicine Co. in this week's issue. They have a crew of three men in the Monongahela Valley. Two weeks ago they were stopping at the Myford Hotel, Charleroi.

They have been selling from house to house for years, which you can find by asking merchants in Beaver Falls, New Castle, Woodland, Carnegie. In the last mentioned town write Mr. George Exler, who is a subscriber for your paper. They offered his wife five bottles of 25-cent Balm of Life or their cough syrup for $1.

Now I only want you to have facts for your subscribers. This man Exler is a grocer and knows

"S. & H." Green Stamps
Hamilton COUPONS
The Sperry Magazine
THE TRIPLE APPEAL

¶ *YOU know you can handle 25% more business without increasing your present "overhead" expense. The question is——how to get more of the trade that passes your door every day? Ask the man who uses the "Sperry" Service or write us!*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

I meet their canvassers every three to four months, as that is my business, only in tea and coffee.

Just a week ago I ran into their salesman who lives in Pittsburgh and put the matter up to him, and all he said was, "Yes, the Dill Co. has sold from house to house for years."

The Dill Co. would not give up their house to house trade for the store trade.

Follow the places mentioned and you will find facts.

Hoping the merchants will learn the truth through your ever valuable paper, I remain,

Yours truly,
J. C. WATKINS.

This is apropos of charges made by a correspondent in a recent issue that the Dill concern was selling both the grocer and his customers.

* * *

To Get Special Coffee Bags.

Burnham, Pa., March 6, 1916.

To the Editor.

Dear Sir:—Would be very much pleased if you could direct me where to write that I could get special coffee bags printed. Awaiting your reply and thanking you for your trouble, I remain,

Yours respectfully,
ABE HARPER,
Manager Standard Grocery.

Huff Paper Co., Denckla Bldg., Philadelphia.

Association Faker Sent to Jail in Michigan.

J. E. Foster, secretary of the defunct United Retail Merchants' Association, charged with using the mails to defraud, has been convicted by a jury in Federal Court in Detroit and was sentenced to serve five years in Leavenworth prison and pay a fine of $1,000. Foster, an organizer, promoter and self-styled secretary of the United Retail Merchants' Association, with headquarters in Detroit, induced seventy-two merchants in as many cities and towns in Michigan to join his association, each paying $125 as an entrance fee. In return they were to receive billboard and newspaper publicity and coupons to be furnished to give to the trade.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

JOBBERS OF THREE STATES MEET IN READING FOR TENTH ANNUAL CONVENTION.

(Continued from page 6.)

are interested can obtain a copy of the bulletin from the Bureau.

The Bureau has found many queer accounting methods. One retailer, for instance, who actually had a profit, carried his accounts in such a way that apparently his expenses were greater than his sales. In a number of instances retailers were losing money without realizing it, owing to their failure to charge all of their expenses. In a surprisingly large number of stores which kept fairly accurate expense accounts, we have discovered that no accounts for purchases of merchandise are kept; such retailers were gambling upon their profits, even if they knew their expenses. In other stores we have repeatedly found that the business was not profitable because the expense was excessive at some particular point. In one instance it would be salesforce, in another rent, and in another delivery expense. To give an illustration of this: one retail grocer has sent to us a statement which showed that on an annual business of $40,000 he lost $2,000. This retailer was carrying both meats and groceries. He suspected that the loss was due to his grocery business and was contemplating giving up groceries and selling only meats. He asked the Bureau if we had any information as to the relative profitableness of the two kinds of business. We informed him that so far as our figures showed, there was not any appreciable difference in the profitableness of retail grocery stores and retail meat stores. We pointed out to him, furthermore, that apparently the reason for his loss was the fact that his total delivery expense for the year was over 7 per cent. of his net sales, whereas it should not have exceeded 3 per cent. It is in furnishing these standards for the various items of profit and expense that the work of the Bureau is of most value to the retailers. Hitherto they have not had any reliable guides by which to judge their own results.

In all of its work the Bureau has been very forcibly struck by the importance of the figure for annual stock turn. In our grocery research we have found that the stock turn in stores selling groceries only varies from 3.5 to 23.5 times per year; from twice a year to twice a month. The common figure in these stores is 7 times a year. In stores which sell meats and provisions the stock turn is higher, showing a somewhat greater variation according to the proportion of the business which is in fresh meats. The Bureau has concluded from the figures which it now has that any retail grocery store should turn its stock at least 12 times a year, or once a month. What assistance can you as wholesalers give to your retail customers to aid them in turning their stock more rapidly? If you have not already done so, consider what this means to you. The assets of a retailer who is turning his stock once a month are worth more nearly 100 cents on the dollar than are those of a retailer doing the same volume of business by turning his stock once in three months, or once in six months. The man with a fast stock turn is a better credit risk. Furthermore, in our experience a retailer who has a high stock turn is almost invariably successful, and your success depends upon the success of your customers.

The average annual sales per salesperson is another significant figure in our estimation. We have found that this figure varies from $5,000 to $20,000, and commonly it is about $10,000. This brings up again the point to which I have already referred, namely, that the greatest opportunity in the average retail store for economy is to obtain larger sales per salesperson. In this connection, in addition to the more obvious means of reducing a waste of time, some attention should be given to the subject of store arrangement. The Bureau has not had opportunity to carry on any investigation of this particular subject, but it appears as if many grocery stores are very poorly arranged from the viewpoint of selling strategy; the shelves and counters are not placed in such a way as to speed up the sales and enable the clerks to handle customers rapidly.

What is the attitude of retailers toward this research? Some have shown a keen interest and others have not yet come to the point where they are ready to co-operate or to adopt the accounting system. In general, we have found retail grocers very ready to give us such information as they could. The accounting system has been adopted even more rapidly than we had expected and recent developments have shown that it is being used even more widely than we have previously realized. The smallest store which is using our system, so far as we know, has annual sales of $4,000, the largest $175,000. The experience of these retailers has proved that the accounting system is suited to the needs of the small retailer as well as to the needs of the big retailer.

The accounting system sometimes appears complicated to retailers who have little familiarity with bookkeeping and accounting methods. As a matter of fact, however, our experience has proved that with a little study and patience during the first few weeks after its introduction, the system works smoothly, *provided* the retailer is sufficiently interested in knowing the facts about his business to keep any books at all. The real difficulty with most retailers who reject this system as too complicated, is not the detail of this particular system, but their indifference to any system.

So far I have been talking about this research from our point of view. Now, irrespective of the merits of the Harvard System of Accounts, and irrespective of the value of our research, I would like to add a few words about your responsibilities and your opportunities. The success of your business depends upon the welfare of your customers. If you encourage inexperienced men by means of liberal credits to enter the retail grocery business and then do not aid them to improve their methods, your future is imperiled. Your worst competitor is the inefficiency of a large number of your customers, many of whom are groping for better methods. The retail grocery business appears simple to the uninitiated; in reality it is one of the most difficult of businesses. The problems are many and complex, the possibilities for loss are great and the margin of profit is comparatively small. What are you going to do for your customers? Lower prices will not save them; longer credits make matters worse. The retailer must employ better methods and it is your duty to aid him. This is not a time for "watchful waiting."

His paper was received with thanks.

Next came the address of Arjay Davies.

Mr. Davies paper was as follows:

CLOSER CO-OPERATION BETWEEN WHOLESALE AND RETAIL GROCERS.

A recent interview with a successful merchant of over twenty-five years' experience in the retailing of groceries through general stores, when asked his opinion as to how a closer co-operation could be secured between wholesale and retail grocers, spoke his mind freely and from his personal experience of the past ten or twelve years, stated that 90 per cent of his purchases were through wholesale houses, beca its convenience, its economy and operative advantages. He ha able by this method to combat competition in his locality, a competition can be best appr when told that over fifty com have come and gone and abou half have dropped by the way in town in the last ten years.

Being a buyer of from $250, $300,000 annually, the question of buying often came in conflict w present method of buying throug bers. His location and ability *quantity* are attractive to direct but his experience has taught hi being only twenty-four hours large markets, it was only neces buy a week's, or at most, two supply at one time. Town pu offered still greater advantages. economy of this method of bu the quick turn-over was decidedl advantageous than the quantity even with its saving of from 5 per cent. Considering a turn-o eleven times a year in a general a glance shows its advantag profits, its fresh stock, its read and the absolute necessity of str tention to business that this meth mands, are its economic feature strong co-operative feature through his connecting himse claims, with as few jobbing hou possible, commensurate with goo vice.

Confining his purchases to thes bers gave him the advantage of opportunity they had, such as offerings in special goods, or prices, and being constantly on th of these jobbers for protection an vice of all kind, all of which giv a security and confidence that h not get otherwise, with the respon of the business depending upon hi other words, he feels that he has employ these jobbers, with all the vantages and organization, at smal This method has proven profita him, as the results have shown and increasing business each year its added profit.

We are very glad to get this rience, for on the other hand ma us can recite experiences we hav with retail merchants who conduct business in a directly opposite an thetic manner. Many of these re are splendidly located and thus a trade that really is forced on rather than attracted to their through merit of the store or the Usually such a merchant is not ested in trade news. His ear is n the ground for information, and forced to hear of the growth of and cut rate stores in other towns him, remains indifferent because th not immediately trouble him. Th rangement of such a merchant's st usually in keeping with the man remains the same year after ye dirty, the stock is scattered and un for; no inventory has been take years, if ever; his desk is usual the rear of his store, to which pla must go to make a charge or ch his butter and lard are kept in the c to which place he must go for each of these items. A refrigerator an buying of ice, to save steps and to his stock in better condition, is t mind an unnecessary waste and exp His stock of many items is dupli in some instances 300 to 500 per more than the demand requires. instance, why should a grocer in a s town, or a small city, with an an business of $15,000 to $20,000 c from five to eleven different brand package coffee, or the same numbe different brands of extracts or sp or bottle pickles. Is justice done t goods—or his trade? Imagine suc merchant's surprise in finding a with a yellow front on his next cor

with goods, his customers of years ng baskets and armsful of groc- rom this new competitor who has up in a night. Visions of a store, himself working for some- e, his children called from school put to work, his wife taking in to keep the family together— o him. Is such a merchant (and are many of them) too far set abits to change? Can we whole- d retail grocers, trying to combat conditions individually, do any- collectively to arouse such mer- to a realization of what the peo- our several communities need? e sit idly by and allow the chain h this lesson at our expense? If e been negligent in our duties in egard, let us acknowledge it y and contend quickly with the n this education of such mer- Let us study our conditions to- nd do something.

ld we, as wholesalers, willingly e retailers to buy goods that re- him only 15 to 17 per cent. profit end him credit of 90, 120 or 150 make it easier for him to drag gainst this competition? Should w dragging? If both of us insist upon closer payments of s, would it not help? As whole- e have the advantage to-day. ds are on the retailer's shelves— e on our books. He is friendly Let us by co-operating with him n sell our goods. Cultivate a bond of friendship with him. r in every way to realize, both that the day of bigger men is om the boss down. This may nd pleasant to some of us, but ot and will not grow unless we to the necessity that is here. at question, "Can the present d wholesale grocer grow to this better grocer" has to be met. ain says flatly, "He cannot." That he has been too long in a rut and that running in a rut makes a man too careful, conservative and fearful, and that he lacks the nerve to change the method he has followed for years, even with only fair success. Consequently, they must give way and be brushed aside. Let us resent this charge —take up the challenge. Let us take the advantage that is ours. Let us decide to have better stores, better in activity, better in cleanliness, better in quality of our service. As wholesalers, let us realize that the success of the retailer is our success. Let us endeavor together to meet the situation that is really serious. By conference, work, thought and action. If we work together the retail merchant of this country will never be compelled to dip his colors to the chain or cutter.

Every city, town and village has its percentage of people whose patronage is controlled by price. That percentage is not overly large and can be reduced if we force quality with fair price and service forward. It is my belief that the over-head of the chain is as great as the wholesaler, and even the latter's salesmen expense is no greater than the supervision, spotters and division superintendent of the chain. If we had the nerve to believe it, a good live grocer has his goods laid down as cheaply as the chain stores have theirs. If there is a slight difference, and it must be slight, it can easily be overcome if the wholesaler is relieved of excess open accounts. To my mind it is an even break up to this point—the retailer. Right here the retailer is asked to measure his ability with the cleverest in the business; and when a real, live merchant meets this competition we find that he is doing the business of his career and making money in direct competition with the chain. If the retailer will realize that he has in the chain the keenest men in the business as competitors, and would set himself to meet it, he would find many avenues open to help him. He would find manufacturers helping him and making it more difficult for the chain to be supplied with goods now used in their headlines. If the real truth was known, many manufacturers are against supplying the chain with their goods to be footballed and cut for purpose of advertising. In fact, in many instances, the chain is only supplied to-day by so-called wholesalers who are so short-sighted as to permit a paltry 1 per cent. to cover their vision of disaster and failure to the retailer, as will surely come if they are permitted to continue to play the retailer double. Where the chains are beaten by the manufacturer, by court decisions and ruled against by every fair-minded business man, they are being supplied with the goods that could not be secured in any other way by these men, who are working under the double guise of merchant and broker, selling the chains at 1 per cent. and the retailer at 8 to 10 per cent. profit. Let us awake to this danger unitedly and call upon the manufacturer to quarantine this so-called wholesaler, until his sense of justice is cleansed and the fight put on the level. Let a wholesaler be a wholesaler—not a broker. Let a broker be a broker and not a wholesaler; one or the other.

The chain has given the merchants of this country a splendid and costly lesson in directing attention to a deadly indifference of the retailer to his duty, and this indifference has been shared in a great measure by the jobber in his willingness to go along the line of least resistance while it is profitable for him. The time of awakening is here. Let us confer together—set our house in order and get to work to prepare the

What Do You Think of This?

¶ We struck a grocer not long ago that wouldn't have anything but **Wheatena** on his own table, but wouldn't stock it because he thought he handled enough cereals!

¶ Could anything surpass the inconsistency of that? How many of his customers were as insistent about a cereal as he was about **Wheatena?**

¶ That really is typical of the way **Wheatena** gets and stays in. Packed and guaranteed quite differently from other cereals.

The Wheatena Co., Rahway, N. J.
Member of the American Specialty Manufacturers' Assoc'n

Don't condemn all nationally advertised goods, because one brand of one article doesn't pay the profit you think it ought to pay. There is no logic in that and no fairness.

If this particular brand isn't paying a profit and you can't make it pay one, take up some other advertised brand that will. You can easily find it.

THE ABOVE IS THE ADVERTISEMENT OF

rles B. Knox Company, "Knox Gelatine"
well & Rhines, "Criss Cross Cereals"
ischer & Co., "Hotel Astor Coffee and Rice"
ter M. Lowney Company, "Lowney's Cocoa and Chocolate"
Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

soil and let this joint conference of retail and wholesale grocers scatter the seed that will fall on good ground, and bring forth fruit—some thirty, some sixty and some an hundred fold.

The victory is ours if we will have cleaner stores—stop over-buying, quicker turn-over of goods and accounts, with strict attention to our business and a live interest in the community in which we live.

Mr. Hewitt and all the other speakers were greatly pleased at the chance for retailers and wholesalers to get into closer co-operation. The president asked that Mr. Whitmarsh, in view of the fact that retailers could be benefited by the thoughts in his paper, read that part referring to chain stores.

Mr. Whitmarsh did so.

The next address was on "Store Management," by Mr. Engart, of Mitchell, Fletcher & Co., Philadelphia.

Mr. Engart's paper was as follows:—

STORE MANAGEMENT.

I believe we all realize that the retail grocery business is very different in these days from what it was twenty-five to thirty years ago—before the days of chain stores and grocery department stores—before the telephone came to reach you a dozen times a day to transmit another order, perhaps for an yeast cake forgotten, or to inquire at 11.10 what has become of "that order I left with you to be delivered at 11 o'clock?" and numberless other things that consume your time as well as your patience. In the old days, when I began my career in grocery life, the substantial people made weekly purchases, and frequently carried their supplies home with them. Profits were good and expenses light. We are facing new conditions now, having passed, or perhaps I should say, are passing through a long period during which prices seemed the most important factor in the purchase of foods, both from the standpoint of the consumer and the dealer.

I wish to touch briefly upon the question of expense under which a retail grocery operates to-day. The increase during the past fifteen to twenty years has been enormous. The consumer buys in smaller quantities, requiring that much more time, wrapping paper, string, boxes, packing, etc., in preparing the goods for delivery—also the delivery cost itself has increased, for not only once, but oftentimes two, three or even four times a day must deliveries be made, and it must be done quickly to please. Then we have salesmen to call upon the trade, to solicit their orders—another addition to the expense sheet.

Telephone service is another item in the list, though undoubtedly an integral part of business to-day, these expenses, however, are entirely necessary to give the service expected from the up-to-date grocer. It is and must be the endeavor of the grocer to keep down his operating expenses to the minimum, while keeping the qualities of his goods and his service up to standards.

Under the pressure of changing conditions in the grocery business, the weaker men have dropped by the wayside, and in the main, the survivors are men who, open-eyed, have bravely faced conditions as they were, and intelligently and persistently studied the various phases in the merchandising of foods.

The chain store has become a prominent factor in the distribution of foodstuffs, in operating on the two-fold plan of supplying for cash at a minimum price and locating numerous stores all over the sections of the large cities and suburbs, with the view of making it convenient for the housewife to call or send for her supplies—a saving of office and delivery expenses for the chain system. For a number of years this plan of doing business was strictly adhered to, but recently, with possibly the desire to get more of the trade of the larger consumer, they have added the delivery of goods to their former scope, so they are now facing somewhat the same conditions confronting all grocers, chained or otherwise—namely, heavy operating expenses. Having this element to contend with, they are not so strongly competitive with the individual grocer as before. I believe the opportunities are greater and wider today for the wideawake grocer, one who is growing up with the business, and gives it his best thought and effort.

One great asset in our business is service, and service we all know means prompt attention to all the requirements and wishes of our customers. It probably embraces all that the customer can possibly ask of you, and sometimes more than you can give. The public, however, want service and are generally willing to pay for it, if you are in a position to give it. You must not forget that service costs money, and do not make the mistake many have made of giving this service without a fair compensation. A failure to recognize this fact is seen in a poor balance sheet at the end of the year.

It is my experience that the grocer who appreciates this fact has the opportunity, plus his personality, to ignore to a great extent price cutting without service. He will have nothing to fear from competition of this character. A friend of mine, not connected with the grocery business, related to me a few months since a little experience of his own. He said that his business was not flourishing at the time, and in talking over the matter with his wife, they decided to try to economize by transferring their trade from one of our leading grocery houses to the chain store in their neighborhood. A strict account of their expenditures was carefully kept for two months, when they found they could save very little money and were receiving practically no service—so promptly went back to their former grocer, convinced that the service and uniform quality of the goods more than offset the extremely slight amount of money saved.

One thing for which we are all thankful is the passage of the pure food law, which has practically reduced to nil the adulteration of food products.

In my judgment a good buyer is one who studies very carefully the requirements of his particular business. It has been said "goods properly purchased are half sold," which simply means that when goods are properly selected and the price is as low as goods of that quality will warrant, then it is comparatively easy to make sales. To the buyer I would say—study the tastes of your customers, familiarize yourself with the qualities of the goods that are constantly being offered—post yourself as to market conditions—and one of the very best sources of information is through the salesmen who are calling upon you from the jobbers, the brokers and packers. Treat them courteously, and give them some of your time. They will make it profitable for you in many ways, both directly and indirectly. Have your mind always open for information.

A manufacturer a few days since told me an experience one of his brokers had in one of our Middle Western cities. This city has two large leading grocery houses. On one of them he had called, was courteously received and very satisfactory business relations were established. He then called upon the other grocer, and the buyer told him in a most harsh and brusque way that he declined to look at the article offered or listen to his proposition. In a short time after the demands came from the customers of this house for the article. They wrote direct to the factory requesting a shipment, and asking the lowest prices. They were quoted a much higher price than the other house paid, almost prohibitive, in fact, and requested to get their supplies from their neighboring grocer.

Many a good thing has been turned down because the buyer did not take time to look thoroughly into the proposition, and unfortunately, many a poor thing has been taken on for the same reason. But after you have made your purchases, have confidence in the goods, and always make a selling price which will cover your expense in carrying on the business and leave a proper profit. Some one told me a few days since that he saw in one of the California newspapers these pregnant words, "You must sell at a profit or quit the game."

Notwithstanding the assistance of the pure food laws, it is still necessary that the buyer of groceries be a discriminating purchaser and a judge of flavors and qualities. It does not absolutely follow that because an article is pure and satisfies all the requirements of the food laws it is high grade. In other words, there are many qualities and many grades, and it is up to the bright, intelligent buyer to select such goods as will in his judgment and agreeable to his experience, please his most particular customers.

While the purchasing of the goods is important in every sense of the word, the selling of them is equally so. It is a case of fifty-fifty. The goods must be attractively displayed in the store, which store must be kept scrupulously clean. Much attention is paid in this present day to the hygiene of the store—goods must be protected from dust, flies, etc., and everything must look neat and clean, and there is this point to remember, the only way to make them look neat and clean is to keep them clean and neat. Another important point is the atmosphere of the store. Your clerks must be taught to greet properly the customers when they come in, or are called up on the phone. Clerks should be courteous and attentive, and plainly indicate that nothing is too much trouble, if it will please the customer, though that customer may be unreasonably exacting. There are such customers, we grocers know. Let the clerk bear in mind that for the moment the customer is the only person on earth. It has been your experience, I am sure, that it does not pay to have an argument with your customer, when a claim is made for the non-delivery of an article on their order, or that the quality of certain goods is not satisfactory. The best thing to do is to allow cheerfully the claim, and investigate later. It generally follows if a good customer makes a claim that is not fair, when the error is discovered later, restitution will be made.

It generally follows that a store holding a customer referred to as exacting can always please those of a reasonable temperament.

Great care should be exercised in the selection of your salesmen and clerks. They should be instructed in the rudiments as well as the ethics of the business—they must be honest, have knowledge of the grades and qualities of the goods stocked, so that they can intelligently present them to the customer. Many an opportunity for "landing" a customer has been lost through the stupidity, ignorance or incompetence of the salesman. It has been my observation that a salesman who is not well informed, invariably follows the line of least resistance and calls the attention of those upon whom he is waiting to only such goods as he is acquainted with, thus failing in efficiency. The old grocer who always has his ov label goods the handiest on th knew the failing of the aver so while he instructed them sist upon customers taking pri knew that his men would ofte ent the private brand, because first to meet the eye, the easi hand to reach. Salesmen in have great opportunities for b your business when they fully importance of these matters, vital to the success of your they are at the same time in increasing their own value a ness to the business.

I wish here to relate an inci occurred in the life of a ma know very well. When he the grocery business as cle office he tells me he watched siderable admiration how the man handled the customers o and descriptions and knew As soon as a customer enter ognized her, calling her by if he was busy, there would be one, two or three waiting My friend wondered whether ever reach the point in hi career that he could handle in this way. However, he a his duties as clerk and bookke ing in his daily routine the the customers, and he then to study to know their fac came into the store. In abou a half years, possibly, he wa from his position in the of position held by the head whom he had admired so mu this incident merely to emp belief that any young man s in the grocery business if he energy and study the requi his work, will naturally reac he desired in the business. B prepare himself for it. Prep the secret of success. It all vice.

I believe you will agree wi permeating the attractivenes store, the proper and taste of your well-selected goods personnel of your salesmen there must be a mind and per sponsible for all this, and i sonality lies the real manage store. The head of the conce manager, must be the one w pace, and fortunate indeed is t that possesses a man who full up to the responsibility of th He must first of all be a m ideals, a personality that a wins the confidence and co-o his employees. He must b ways approachable, and whe firm, but intensely human. directed by a man or men o with a corps of workers in with him, is beyond fear of and must succeed. This e heads and co-workers will in establishing confidence in so vitally important in wi holding customers and esta solidly successful business.

The elements of success i grocery business then ar watching for the elimination essary expenses—the prope and purchasing of your goo to carry always enough st promptly all orders, yet to turn your merchandise as possible—basing the selling legitimate profit over and ab penses—having your goods displayed, your store clean a —your selling force courteou —your delivery system ef quick—and a personality, st and reasonable, permeating a ling it all—all of these elemen with energy, then mean su quote my old employer, who on more than one occasi Eternal vigilance is the price likewise the price of succe

employer also frequently said, "If xpect to have a satisfactory profit end of the year you must make ou go along."
s most gratifying to me to note ange that has come over men in ne line of business in these latter We can all remember the time we looked with suspicion upon a y call from a competitor. To- re appears to be a more brotherly , a desire and willingness to help aintanceship and exchange of in- ion. The live and wideawake ss man in these times, leaving his ss to his subordinates, spends a ys visiting his fellow grocers in is own and other cities. Many send their trusted employees out same purpose, with most bene- sults. I can assure you we can n much from each other.
retail grocery business is an an- nd honorable one. More and needs men of brains, of energy cation. Let us do all we can to our business and bring into it ght and active young men. They ded in our ranks. Do not forget e retail grocer occupies a very nt position in the distribution of for he comes in direct contact e consumer.
a varied business, and most in- g—every whit worth a man's

William Smedley was called platform to conduct the on Box meeting. His wel- was particularly hearty be- f his good name throughout te in his work of educating ailer.

Question.—In the interest poultry industry, is a roost- owledge of daybreak the re- observation or instinct?

one answered but all l.)

h Question.—Should a re- y future canned goods?
er (By a retailer).—No.
rjay Davies.—Yes; I believe the best possible solutions to ned goods question is that il grocer should carry one- d the wholesale grocer two- so that the manufacturer or will be out of the market able to dump a lot of goods market when he feels like oralizing conditions.

Question.—Should a re- gure percentage of profit on selling price of merchan-

er.—On the selling price. Smedley asked how many on the cost and then asked ny figured on the selling There were no replies. Smedley commented, "Do you figure?"

Question.—What is the thod to use to secure the ip of the retailer?
er (By Mr. Patterson).— six years ago after ten perience as retailers we attempted to start a wholesale grocery business. We had a hard pull for it was held against us that we had been retailers. We never have allowed sales to anybody but retailers since we have been in the wholesale business. As a matter of principle we do not take from our stock groceries for our own table; we buy from our local retailers and feel that the profit we are giving the retailer in our custom is more than offset by the good will we gain through this policy. Our entire force co-operates with us for they know the private policy of the members of the firm.

It makes me angry when a manufacturer comes to me and says: "We're spending such an amount in advertising these goods and you should therefore sell it." They could have used part of that money in educating the retailer—in giving the retailer a little larger profit. I won't sell goods that do not pay the retailer a sufficient profit.

"I advocate the Stevens bill. We've got to get down to the fact that the retailers' interests are ours; that when we help them we are helping ourselves."

Seventh Question.—Should a retailer adopt a delivery schedule and make deliveries only at certain hours? What about co-oerative delivery?

Answer (By Mr. Smedley).—Some towns have co-operative delivery from a central station. I am told it has been successful. It would depend on the size of the town. A large town could not conduct co-operative delivery as well as a smaller.

By Mr. Moyer.—Co-operative delivery depends on the size of the town. In the small town it is not good; in the large town it works.

By Mr. Engart, Philadelphia.—If your business is large enough it will pay you to establish delivery hours for the reason that you can give better service in the end at smaller cost. However, it is sometimes policy where a customer cannot wait for the scheduled delivery to make a special trip, I think.

By Mr. Davis, Altoona, formerly a retailer.—I have found that scheduled hours for deliveries saved me the price of one team. My customers were satisfied for I conferred with them before I established my schedule. We sent out full loads at 9, 11, 2 and 4 o'clock.

Don't Let the Chain Store Undersell You!

Realizing the present demoralized condition of the Retail Grocery Business caused by the large chain stores and jobbing retailers, and seeing the necessity in Pittsburgh for a

Cash Wholesale Grocery House

we have made a change in our system of distributing groceries.

On January 1, 1916, we put into effect a

DIRECT TO THE RETAILER CASH SELLING PLAN

Eliminating the Cost of Bad Accounts
Eliminating the Cost of Salesmen's Commissions
Eliminating the Cost of Clerical Help
Eliminating the Cost of Long Credits

THE ANSWER—We are able to buy for less, and consequently stand in a position to

Save You 5% to 10%

Through our new plan RETAIL GROCERS will be enabled to buy at ROCK BOTTOM PRICES and on the same basis as the CHAIN stores and DEPARTMENT stores.

It is impossible to quote prices here, but your inquiries are solicited. Write us for full details.

THE CAPLAN GROCERY COMPANY
Wholesale Cash Grocers
2106-08-10 Penn Avenue : PITTSBURGH, PA.

"The Year of Prosperity"

is here—improve on it by using our

INDEXED COUPON BOOKS

Will get you more cash customers, control your credit accounts, almost eliminate bookkeeping, prevent losses from forgotten charges, disputes, etc. The best and most convenient book made. Saves labor, time and lots of trouble. Inexpensive, F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM
SAMPLES FREE. NO OBLIGATIONS
J. P. FORBES, Forbes Building, **Coshocton, Ohio**

The Scale Hospital

Scales of All Kinds Repaired
Made Like New
Refrigerators Repaired and Moved
Store Fixtures of All Kinds
Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

By Mr. Fischer, president of Retailers' Association of Reading.—I do it successfully.

Eighth Question.—Do you believe it good business policy for a retailer to sell goods at cost or less than cost?

Answers unanimous.—Best way to get out of business.

Mr. Smedley told in this connection of a boy who came to his mother very much battered up.

Mama said.—Tommy, you've been fighting.

Tommy.—No, Mama, I just bet Johnny that I could lean out of the window further than he could and I won.

Ninth Question.—What is the best method by which a retailer can keep track of his stock in individual lines?

Answer (By Arjay Davies).—When I was in the retail business I had a book in which I entered in red ink every item that came into my stock. Every day I marked down the number of each article sold, thus being able at any time to compute the amount of stock on hand. The red figures also showed how long each order lasted and determined the quantity to be ordered next time for a given period.

Tenth Question.—Is a retailer playing fair when he ignores the jobber when buying rapidly moving staples, yet depending on the jobber to supply the slower selling articles?

Answer (By Mr. Fischer).—No. It is not co-operation. He should not buy direct.

Eleventh Question.—Should a jobber continue to sell a retailer who has retired from business?

Answer (By Mr. Davies).—No. I had such a request this week and turned it down.

Twelfth Question.—What is the difference between that question and the jobber supplying restaurants, hotels and boarding houses?

Answer (By Mr. Smedley).—In Philadelphia we decided that restaurants were in the class with dealers for they bought goods to sell again.

By Mr. Littlehale.—If that is so, why should not the hotel give a rebate to the retail grocer?

By Mr. Goodrich.—We think it wrong to sell to the boarding house or to the hotel direct.

By Mr. Knoll.—I feel the jobber is justified in selling to restaurants and hotels.

Thirteenth Question.—What is the attitude of the Wholesale Grocers' Association toward trading stamps?

Answer (By Mr. Smedley).—The Supreme Court has decided that the States have a right to tax trading stamps, coupons, etc. I presume that the Pennsylvania Legislature will be asked to pass a tax bill on trading stamps. What would be the attitude of the wholesale grocer on that subject?

By Mr. Davis.—I think it would be a good thing to tax trading stamps in this way, for no individual retailer gets any benefit out of trading stamps where each retailer gives stamps. If a tax were placed on stamps there wouldn't be so many sold.

By Mr. Fischer, Reading Pa.—The State of Washington and two other States have been upheld in licensing trading stamps. This is the sort of thing to prevent stamp people being so liberal, forcing them to do business on a business basis. Undoubtedly such a condition is in our favor.

Mr. Drake was called upon for his views on the question. He protested that he could not speak intelligently as his firm had nothing whatever to do with trading stamps of any kind. "In all our 80 years' of business we've considered ourselves merchants, not premium dealers," he said.

By a Wholesaler.—The drift of the subjects taken up in this convention is to reduce the cost of doing business. It is certainly our business to do all we can to wipe out trading stamps. The life of the retailer depends upon reducing the cost of doing business, and trading stamps increase that cost.

Fourteenth Question (not really a question, however, merely a suggestion).—In these times of cash and Economy stores, where the consumer spends cash when he has it, and goes to the grocer begging credit when he is out of it, there never has been a more relief needed than now from a growing evil. Therefore every retailer should do all he can to push the garnishee act.

Let's get together through the Chamber of Commerce and all other possible channels to put the garnishee act through.

(No comments.)

Mr. Nowland, of Fels & Co., was called to the platform and spoke warmly along these lines:—

The decision of the Supreme Court yesterday as to trading stamps is one of the most important in the interest of the retailer that has been passed in a long time. Tracing the trading stamp business to its origin will show the harm it has done to retail merchants in all lines. Retail merchants' associations have been unable to get any redress despite endeavors to get helpful legislation until this decision of the Supreme Court.

The trading stamp companies have undoubtedly made millions of dollars out of you retail merchants. Ask yourselves if any of you have been benefited. The original idea was to help you do a cash business. Did it help you? No. Because you gave credit customers the same number of trading stamps when they finally paid you.

If you follow up the decision of the Supreme Court in this State and have a trading stamp license imposed every retailer in all lines will be helped. If each State will do this there is no question but what a national law can be passed, and then it will not be necessary for you to give 1½ to 3 per cent. to get cash purchases.

Then it will not be long before there will be legislation against coupons of all kinds—allowing all to do business as merchants on business principles, and the entire community will be benefited.

The session then adjourned.

—

WEDNESDAY, 8.15 P. M.

Hon. William C. Redfield, Secretary of Commerce, Washington, D. C., was welcomed and talked to the association for an hour on the interesting work of his department, suggesting that the wholesale grocers call on it for any help they needed. He called his department an engine of helpfulness.

In this country we talk about the high cost of living and neglect foods that lie in our very hands. You are all familiar with the tuna fish. Did you know that is the despised horse mackerel? It took a man of courage to enter upon the industry a short time ago. The tuna fish has a peculiar habit of disappearing from its haunts from time to time, thus upsetting the market. Our steamer "Albatross" is out upon an investigation of its habits in order that the industry may be placed upon a safer foundation.

We had a valuable food fish in this country, the sturgeon, but it is so rare now that we pay ex high prices for caviar. But war we should have sent t mania in the effort to re-esta

We are running a small farm now of 100 acres just purpose of encouraging ot take up the business. We h fish seven years' old worth

Another easily obtainable the sea mussel, which c countless numbers along the tic and Pacific shores. We a him, found he was palatal would keep without acquir poisonous elements, then tributed some free to twel hotels and with the co-oper the chefs established a dem the sea mussel in the "high circles. We next distribut rels at the police stations a the policemen gave their a of the food we instituted p peddling sea mussel, di prominently the placard Mussels Recommended, Bu Fisheries, U. S. A."

Having established by thi permanent demand, we t hands off, leaving the bus private parties.

Next we took up the tile this story reads like a dream were discovered in 1880. A freak of nature destroyed th of them. A captain repor ing through 60 miles of dead tilefish. After 20 yea by the tilefish again appear had to develop this industr similar lines of the sprea the sea mussel industry.

Mr. Redfield was extend ing vote of thanks for his e ing address.

—

THURSDAY, 9 A. M.

This session was execut was devoted to hearing th of the Discount Committe port of the treasurer, a elsewhere, a paper on "Pre Competition and How to by Robert L. Montgomery, adelphia; a paper on "Mer Selling," by William A. H of Wilmington, Del., and a "The Use of Modern Me Estimating Costs," by R Bursk, of Philadelphia.

Mr. Bursk's address wa lows:—

THE USE OF MODERN METH ESTIMATING COSTS.

Our subject deals with cost ing because we believe that to the most important ways of unfair competition. If every knew just exactly what it w

do business, and unfortunately
re many who do not, competition
undoubtedly be on a fairer basis.
rd competitor is the merchant,
wholesaler or retailer, who does
w what it is costing to do his
If one competitor is able to
ll another because his cost of do-
ness is lower, that is fair com-
To make sure, however, that
figuring their costs correctly,
uld both use the same cost ac-
system, so that both may ar-
their cost of doing business in
way.
uestion of uniform accounting
s one of vital importance to all
If your methods are good, do
t that your worst competitor is
who does not know what it
to do business or how to man-
Uniform cost accounting sys-
e most important for two rea-
irst, that all may arrive at their
he same way; and secondly, and
portant, for comparison.
ubject is more a matter of dis-
among our members than this
doing business. We are all try-
earn from each other some way
reduce that cost. To know that
rage cost of doing business in
ritory is 7 or 7½ per cent., or
r it may be, or that it costs your
tor so much to do his business,
t do you any particular good
ou have the benefit of the com-
of the different parts that go
up the total of this cost. For
son, in preparing the schedule
r, we have grouped the costs
ifferent divisions. In this way
be able to give you not only the
cost of doing business on your
, but the average cost of the
parts of it.
strongly recommend that our
s adopt this system. It will
u in detail the costs of the dif-
arts of your business and the
ge they bear to the total. It
g out the weak spots and show
ere your costs are excessive.
hedule which we have prepared
nuch along the lines of the pro-
stem by Harvard, although not
lete in detail nor as perfect. In
nding the adoption of our
we feel that it is an advance
the more complete system to
d one that is so much in line
that it will be easy to adapt it
ecessary changes when they do

Schedule to be used in ascertaining the average cost of doing business for the year ending with your last inventory:

Selling Expense.

Salaries of salesforce	....
Commissions of salesforce	....
Brokerages	....
Traveling expenses (selling only),	....
Advertising, including catalogues,	....
	$....

Shipping and Warehouse Expense.

Wages of receiving, shipping and stock room force	....
Drayage and express charges	....
	$....

Management and Office Expense.

Management and office salaries	....
Printing and stationery	....
Office supplies	....
Postage	....
Credit and collection expense	....
	$....

Fixed Charges and Up-Keep Expense.

Rent, including warehouse charges	....
Heat, light and power	....
Insurance: credit casualty, liability, etc.	....
Taxes, both mercantile and corporation	....
Repairs and depreciation of equipment	....
	$....

Miscellaneous Expense.

Telephone and telegraph	....
Association dues	....
Charity and unjust claims by customers	....
Damage and breakage	....
Expressage on returned goods	....
	$....
Losses from bad debts	....
Interest on capital at 6 per cent.	....
Interest on borrowed money at 6 per cent.	....
	$....
Total expense	$....
Total cost in percentage	%....

Gross sales, $....

To get the cost of doing business in percentage, divide the gross sales into the total of each division of expense.

THURSDAY, 2.30 P. M.

Food Commissioner Foust was the first speaker. He talked only a short time, mainly on the improvement in the canning industry. He said that 125 brands of ketchup were recently examined by Dr. Chas. LaWall and not one was found that did not comply with all pure food laws.

Mr. Foust commended the jobbers in their efforts to educate retailers and placed the blame on the latter where such things as raisins were found unfit for food, the cause being the unclean retail store.

Mr. Foust suggested that the wholesaler had it in his hands to exterminate the sale of adulterated vinegar, for, if the jobber insists on buying only pure apple vinegar, the retailer has nothing else to do but handle the high grade product. The jobber can pay 12 cents a gallon, sell for 16 cents and the retailer resell for 25 cents, giving everyone a fair profit.

Mr. S. L. Stix next delivered his address.

Mr. Stix's address was as follows:—

LEGISLATION OR NO LEGISLATION.

What can we adopt as an immediate programme to meet present conditions?

What is the most important problem the wholesale grocer has before him today? The same problem that is causing no end of trouble for the manufacturer, i. e., how can the independent retailer be kept in existence? That's our problem, that's the manufacturer's problem, that's the independent retailer's problem. We are all in the same boat. The wholesaler cannot exist as such without the independent retailer; the average independent retailer cannot exist without the wholesaler; and, in the final analysis, without such distributors, the business of most manufacturers of grocery specialties is seriously threatened.

And what is it that is threatening the life of the independent retailer. The chain store system. Now, if the chain store system represents any real economy to the consumer, it is here to stay, and we might as well try to make water run up hill as to attempt to arrest its progress. But does it represent any real economy? The average chain store, even taking for granted that it buys at practically the same cost as the jobber, but taking into consideration that it also has to duplicate much of the service the jobber performs before its merchandise is delivered to its retail stores, possibly owns its goods delivered in its retail branches at about 5 per cent. less than the average independent retailer.

The personality of the owner behind the counter certainly is a sufficient offset for such a meagre cost disadvantage. When it comes to delivery service or the extending of credit, the independent can give them or not, as he chooses, and simply charge accordingly, the same as the chain operator is now doing. If these are facts, how shall we account for this development and rapid growth of the chain stores. It seems more or less like a joke for me to come here to discuss this problem with you, who have given this matter so much thought, but your aggressive president and able secretary have apparently read their Bibles and believe that wisdom may sometimes even "flow out of the mouths of babes and sucklings." I suppose that let's me in.

In my opinion, the chain stores primarily owe their success to their practice of cutting the price of popular proprietary products. By selling such goods at cost, and sometimes even under cost, they give the consumer the false impression that he can buy from the chain stores at a saving of 25 to 30 per cent. If the consumer really knew how slight, if any, the actual saving was, he probably would prefer to continue dealing with the independent.

The passage of the Stevens-Ayres Bill would go a long way toward cleaning up the whole trouble. But as this bill is only permissive and not compulsory, even if passed, it is quite possible that a great many manufacturers would not see fit to avail themselves of its provisions.

So while waiting for this legislative relief, what can we do to help meet the situation?

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

HIGH-GRADE
CANNED GOODS

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

CRUISER BRAND

Tomatoes, Corn, Small Sifted Peas, Early June Peas, Telephone Peas,
Stringless Beans, Small Lima Beans, Succotash, White Wax Beans.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

When I attended your convention at Scranton I had the pleasure of listening to the splendid address given by Mr. Simmonds, in which he outlined how in the hardware trade his firm, for their own self-preservation, had found it necessary to educate the retailer. That's what we have to do. Not only do we have to show him the necessity of proper display of merchandise (which was the particular service feature that Mr. Simmonds dwelt upon), cleanliness, prompt and efficient service, unfailing politeness, careful accounting, etc., but we also have to teach him the psychology of prices.

Where the manufacturer of a heavily advertised specialty refuses to make any attempt to establish fair market conditions, it is simply up to the independent retailer to take a leaf out of the book of the chain store man and meet him at his own game. The independents doing a cash and non-delivery business are as a rule holding their own very well, because they are meeting the chain store man, and sometimes even going him one better, but the independent grocer doing a delivery and charge account business knows he cannot afford to attempt to sell as cheap as the non-service chain stores, and frequently continues to charge regular prices for all these proprietary products.

On account of the extra service that such a grocer gives, he certainly cannot sell as cheaply as the non-service stores, but by shading unprotected advertised 10-cent items to, say, 9 cents, or occasionally to 8 cents, it takes the sting out of the 8-cent or occasional 7-cent price of the Economy store. He should charge this reduced price as a matter of course, without making any noise about it. He will ask you how he can afford to do this? Tell him to investigate what percentage of his sales consist of proprietary products.

Statistics I have obtained indicate that on the average, such products only represent 10 per cent. of the total volume, running somewhat lower than this in the better class of city stores and somewhat higher in country stores.

A cut of 10 per cent. on 10 per cent. of volume would make a difference of 1 per cent. in actual profits, if all other factors remained unchanged, but clever pricing will result in more business and an increase or saving of only 10 per cent. in volume would probably more than make good this 1 per cent. loss.

My reason for making this statement is as follows: The average retail *gross* profit runs from 20 to 25 per cent. Based on a 22 per cent. average, if a 10 per cent. increase in business added nothing to the expense account, the net increase in profit on the whole business would be 2 per cent., so it is fair to assume that an increased volume of 10 per cent., other factors being equal, would at least yield 1 per cent. increase in net profits and would probably yield more.

As the average retail plant is operated far below its maximum capacity, and as the retailer would not find it necessary to cut on all of the 10 per cent. volume of proprietary business, a careful study of the possibilities of intelligent pricing would save many a retailer and make the future of the chain store approximate more closely to its real economic advantage to the community.

The thought will undoubtedly suggest itself to you that we jobbers should help along the good cause by selling these cut items at a concession. In New York we have so many competitors who do this and who seem to find much joy and profit in doing it, that it is unnecessary for us to worry about this detail, but in such Utopian jobbing centers as we understand prevail in Tri-State territory, this part of the problem may be well worthy of your consideration.

But to be serious, we jobbers are not dealing with consumers, but with merchants who know the value of their merchandise and who do not judge or mis-judge us based on the price we quote on a staple here and there. The consumer cannot of necessity be similarly well posted on all the different items bought by the average householder, and, therefore, he is naturally deceived by this bait prices.

As I see it, we have to teach the independent to meet fire with fire. It's a battle of wits and it's up to us to give our customers the benefit of our advice and experience, not only for their sakes, if you please, but for our own sakes as well.

Discussion.—Mr. Smedley was called on to say something upon the subject of the retailers' cutting prices on proprietary brands to meet the methods of chain stores.

Mr. Smedley disapproved of such a course as being the road to demoralizing business. He thinks the retailer's weapon is personality. The problem is to educate the independent merchant to know the power of his personality.

Mr. Carl Lautz, president of the American Specialty Manufacturers' Association, then spoke.

Mr. Lautz's address was as follows:—

SPECIALTY ORDERS.

The principal purpose of the American Specialty Manufacturers' Association is to standardize the grocery specialty order transaction.

The specialty order is the breath of life—the essence of such merchandising. To conduct an efficient business it is necessary that there be a genuine order, economically and fairly secured, promptly filled and delivery exactly accepted, promoting the maximum distribution at the minimum cost.

It is estimated that prior to the organization of this association nearly one-half of the specialty orders were never filled—a condition imposing great loss upon the manufacturer as well as the jobber. The entire transaction was disorganized and at fault.

Improper methods of salesmanship were often used by specialty salesmen. Misrepresentation and other questionable devices were used to induce a purchase. The retail dealer often cancelled the orders given or refused their delivery. The confidence of the wholesale grocer in the genuine character of the specialty order was destroyed, and such orders were often either ignored entirely or referred to the wholesale salesman for reconfirmation—frequently resulting in cancellation or substitution.

One bad condition promoted another in a never ending circle of unfair and destructive dealing and matters were rapidly passing more and more beyond control, constituting a serious menace to the grocery specialty business. Some corrective influence was imperative. To meet this situation the American Specialty Manufacturers' Association was formed.

After a careful analysis of the situation the association instituted an active and earnest educational campaign to correct these inimical conditions, the sole corrective medium employed being education, an appeal to reason, fairness and good business judgment. No other means have been employed to date and no other means will be employed in the future. Although the process of education is slow, we feel confident that in the end it will succeed.

The Association Plan for improving the trade conditions and standardizing the grocery specialty order transaction included three major steps:—

First.—A stamp was adopted and imprinted upon all specialty orders of our members, guaranteeing the genuineness of the order upon which it appears.

By the use of this stamp the manufacturer notifies and requires of his salesmen that every order taken must be genuine. The retail dealer is being educated to a recognition and acceptance of the fact that such an order obligates him, both legally and morally, to accept delivery pursuant to the terms of the order, while the wholesale grocer is assured of the genuineness of the transaction.

We feel that great progress has been made along this line and that the wholesale grocer to-day recognizes the fact that the specialty orders bearing the stamp of our association are bona fide and genuine. While we do not claim that the crooked salesman has been entirely eliminated, we do claim that this is so nearly true that irregular orders are so few and far between as to be hardly worth taking into consideration.

Second.—The second major step was the perfection of an agreement with the wholesale grocers generally throughout the country, under the terms of which the jobber agreed to deliver promptly all orders accepted by him—without reconfirmation.

Although a very large percentage of the jobbers throughout the country rigidly live up to this agreement, we feel that we have not made as much progress along this line as seems desirable. Perhaps this is because of the fact that the jobbers who still refer orders back to their salesmen consider the arrangement one-sided.

A careful analysis of the situation, however, ought to convince any fair-minded man that the interest in the specialty order is mutual and that turning orders over to the salesmen for reconfirmation is a detriment both to the jobber as well as the manufacturer.

In the first place, when a specialty order is turned over to the jobbers' salesmen, which has been duly passed by the credit department, it puts the stamp of suspicion upon the specialty salesman, which, under the circumstances existing to-day, we feel is not justified.

In the second place, it teaches your salesman to disregard both the legal and moral aspect of a contract. If you permit your salesman to allow the retailer to cancel his specialty order, the day will come when that retailer, taking advantage of the situation, will cancel purchases made through your own men and against which you have laid in a stock.

Having taught the retailer that the specialty order, duly signed by him, carries no obligation with it, he will be unable to see why a similar transaction made directly with you should not be treated in the same way.

In the third place, turning orders over to your salesmen for reconfirmation frequently results in a direct loss to the jobber. This is not so much the case with standard goods as with new goods, or goods that move slowly out of your stock.

The specialty man comes along and turns over orders for fourteen or fifteen cases of a new brand. Out of the goodness of your heart your buyer gives him an order for fifteen cases to cover the retail orders turned in and accepted. Then what happens? The orders are turned back to the jobbers' salesmen for confirmation. In calling upon his trade he says, "Bill, you don't want this stuff; why don't you sell the old brand?" Order No. 1 is cancelled, and so it goes.

In the meantime, the fifteen cases purchased for your stock arrive and are placed on your floor. The greater part of the orders, through the benign influence of your salesmen, have been cancelled. Finally, inventory day comes. You find that you have a lot of odds and ends on hand which you must dispose of at less than cost. Here you make a direct loss through turning back the orders to the salesmen for
mation.

It seems to me, therefore, t
agreement which you have sign
this association to deliver prom
orders accepted by you—without
firmation of your own men, is of
protection and should be stric
forced by you.

Third.—The third major ste
by this association was the form
auxiliary associations of manufa
representatives.

At the present time these are
in eighteen of the larger centers
country and embrace a membe
965 salesmen. These auxiliaries
"eyes and ears" of the parent ass
and keep us informed of what
on in various parts of the field

What has the association
plished? It is only necessary to
trade conditions as they now ex
those existing before the form
this association to ascertain the
markably effective work accompl

The percentage of non-delive
been cut down, fair dealing h
promoted, the wholesale and ret
ers have splendidly co-operated
work and have repeatedly record
appreciation of its value.

The benefits have accrued eq
the manufacturer and dealer.
dustry can fully prosper where
of fair dealing and good faith
The association has cultivated a
and co-operative feeling betw
several branches of the indust
tinually preaching the doctrine
trade and efficiency. As a resul
has there existed a better or m
isfactory relationship in the tra
at this time—largely due to t
and enlightened association orga
movement throughout the indus

The association work has n
completed, nay, it has only jus
The association is now engage
stituting the checking of the del
specialty orders, reporting to
the fact as to delivery or no
and the reasons therefor. Th
will no doubt prove of inestimab

In closing, I desire to ask you
to the specialty order the attentic
it deserves.

When you sold nameless pr
of hogsheads, crackers out of
tea and coffee out of cases a
you were dependent very large
the efforts of your own salesme
specialty manufacturer has cr
demand for package goods an
coming more and more of a
to you. I therefore ask your c
tion toward a better understan
tween manufacturers and jobbe
gard to the filling of the
order.

There was some very hea
cussion after Mr. Lautz
speaking, a member of the
association claiming that thei
men found retailers unwil
pay list prices because a s
salesman had given them a
price.

Mr. Arjay Davies said th
edy for that is for the jo
take the order at the low
write to the manufacturers
them to pay him the balance
make up the list price.

Messrs. Haines, Miley,
gomery, Stewart and Di
took part in the discussion.
Robert Stewart, of Philad
defended the manufacturers'
sentatives. He said that mu

ne to improve the class of taken by specialty men by k of the Specialty Manufac- Association.

ne favored the verification lty orders, but Mr. Hewitt ould be unwise to give the the chance to cancel orders uld be likely to be careless orders, knowing he could unteract them.

came the report of the Com- n Resolutions:—

THE RESOLUTION COMMITTEE OF I-STATE WHOLESALE GROCERS' ASSOCIATION.

Reading, Pa., March 9, 1916.

desire to express to the com- charge, our hosts of Potts- Reading, our sincere thanks warm reception given us and entertainment furnished.

the Registration Committee, l Deen, chairman, Messrs. hr and associates, our hearty on of the great sacrifice made fficient manner in which they ormed their arduous duties.

congratulate our secretary in he presence of Governor Brum- ecretary of Commerce Red- Carl Arlsberg, president of Wholesale Grocers' Associa- Theodore Whitmarsh, and lemen of prominence, and de- nk each and all for so highly this body.

are grateful to our efficient Mr. Alvin M. Graves, and the and members of all standing s for the unselfishness dis- the devotion to their duties.

lved, That we express our eciation for the thought, care given in the interest of this by our beloved president, Hewitt, during the past year. counsel has been helpful and lent to the office by his rare has added greatly to our

we again affirm our approval s passed for the best interests ple of this trinity of States, y those relating to pure food ate weight and measure, and xpress our admiration for the air manner that these bureaus administered by the Hon. st, Dairy and Food Commis- d the Hon. James Sweeney, he Bureau of Standards.

reas, The transportation com- e added to the burden of the enforcing the ruling which the free time allowed the con- the removing of his goods stations and wharves; and

, Said transportation com- delaying unreasonably the goods at the present time; , That we condemn the sit- ich permits transportation to be delinquent without le enforcing penalties for de- y the consignee, and that we toration of former privileges. er, request that a committee d by the president to take up with the transportation com- n early date.

lved, That we indorse the f education being conducted ional Wholesale Grocers' As- under the able direction of r members, Major Fred. R. ading toward the ultimate the commercial interests of y of the metric system as a simplifying business transac-

9.—Resolved, That we recognize the great worth of the National Wholesale Grocers' Association and appreciate the benefits derived by all wholesale grocers.

Resolved, That we urge the small percentage of our members who are not members of the National to join and give their moral and financial support in appreciation of favors that they are already receiving through the activities of the National, which are for the good of all.

10.—Whereas, The present water contract on dried fruits for shipment from the Pacific coast to Atlantic ports by the Panama Canal is unsatisfactory, particularly as to terms and inspection; be it

Resolved, That we second the efforts of the Contract Committee of the National Wholesale Grocers' Association to secure a contract that will remove the cause of dissatisfaction and be mutually fair to buyer and seller.

Resolved, That a copy of this resolution be forwarded to the secretary of the National Wholesale Grocers' Association.

11.—Whereas, The interests of the retail and wholesale grocers are identical; and

Whereas, Many trade evils have arisen inimical to the interests of both; Resolved, That we indorse a closer co-operation between the retailer and wholesaler as a means of combating such influences.

Resolved, That we express our appreciation to the retail grocers of Reading for their generous attendance at our convention and thank them for the sacrifices made in our behalf, and trust that this is only the beginning of a closer bond of sympathy between these two great branches of the commercial world.

12.—Resolved, That we reaffirm our interests in the Stevens-Ayers Fair Trade Bill and urge our members to support and work for its passage.

13.—Whereas, It is the custom of many manufacturers to give to retailers free goods based on a percentage of their purchases; and

Whereas, The retailer's cost is frequently less than the jobber's; and

Whereas, This creates not only unfair, but humiliating competition, as such retailers frequently resell a portion of their purchases at less than jobbers pay for the goods; and

Whereas, Some jobbers will create "fictitious sales" for obvious purposes, thereby seriously injuring the jobber who tries to play fair with the manufacturer; therefore be it

Resolved, That we again express our emphatic disapproval of free deals of all descriptions, but if the manufacturer feels that such a policy will benefit his business, we ask that no partiality be shown to any particular class of buyers.

14.—Whereas, Wholesale grocers in convention (local, State and national) have for many years been voicing their disapproval of some manufacturers subsidizing their salesmen, or attempting to do so; and

Whereas, An apparently increasing number are practicing this obnoxious policy; therefore be it

Resolved, That we reaffirm the fifth object of this association, which reads as follows:—

"To have business conducted on legitimate lines, discourage 'deals,' 'schemes' and the subsidizing of jobbers' employees by manufacturers."

15.—Resolved, We reaffirm our interest in the campaign for the adoption by the Government of 1-cent postage on first-class mail matter.

16.—Resolved, We support the National Wholesale Grocers' Association and the National Canners' Association in their efforts to obtain a better shipping container.

17.—Whereas, F. I. D., No. 156, relating to walnuts in sacks and cases in package form reads as follows: "In view of the fact that doubts have existed as to whether or not walnuts, packed in sacks and cases in which they are customarily offered for inportation into the United States or are shipped in interstate commerce, are in package form within the meaning of the net weight amendment to the Federal Food and Drugs Act, importers and other persons are notified that on and after May 1, 1916, walnuts in such sacks and cases which are not marked plainly and conspicuously with the quantity of the contents will be deemed to be misbranded. Foreign shippers should be advised accordingly."

Resolved, That our members be warned that this will probably lead to a ruling on all nuts and that our members take cognizance in placing their contracts for the fall crop.

18.—Resolved, We desire to call to the attention of the new administration the suggestions made in the secretary's report that the chairmen of the Local Zone Meetings make a report at each annual meeting; and further

Resolved, That the holding of zone institutes for the purpose of furthering the cause of co-operation of our members with the retail dealers along educational lines, as suggested by our secretary, be encouraged.

19.—Resolved, We urge our members if necessary to change their accounting system so as to enable them to furnish the Cost Accounting Committee with the figures desired.

Mr. Fred. R. Drake led the talks on the future of the grocery business, speaking optimistically.

Mr. F. B. Reeves said his three sons were speaking of their ambitions. One wished to be a farmer, the second a civil engineer, and the third decided to be a wholesale grocer, that he might be able to help the two "sad birds" when they were down and out.

Mr. Davies mentioned the specialty order difficulty again and said that it was in the jobbers' hands to insist on his legitimate profit on every order.

Mr. Bursk spoke lovingly of Mr. Graves' usefulness and proposed three cheers to him. Mr. Graves was quite overwhelmed when the cheers were repeated.

Next came the subject of the location for the eleventh convention.

Mr. Nowland represented the Philadelphia Association of Manufacturers with an invitation to entertain the wholesalers at a banquet in the Bellevue-Stratford Hotel if they would hold their next convention in Philadelphia.

Mr. Hewitt thanked Mr. Nowland for the generous invitation, but referred the matter to the proper committee.

Mr. Zeidler objected to the Wholesale Association's not providing its own banquet.

The following officers were elected: President, Arjay Davies, of the H. G. Tombler Grocery Co., Easton, Pa.; first vice-president, John T. Porter, of the John T. Porter Co., Scranton, Pa.; second vice-president, J. H. Blackwell, of J. H. Blackwell & Co., Trenton, N. J.; third vice-president, J. Grant Schwarz, of Witmar-Schwarz Co., Harrisburg, Pa.; treasure, C. Y. Fox, Githens, Rexsamer & Co., Philadelphia.

A rising vote of thanks was given in closing to Mr. James Hewitt, the retiring president, and the convention adjourned.

The banquet on Thursday evening concluded the convention, former President James Hewitt being toastmaster and the following being speakers: Governor Brumbaugh of Pennsylvania, Judge H. D. Schaeffer of Reading, Fred. Mason, vice-president Shredded Wheat Co., and Hon. A. G. Dewalt, of Allentown, Pa.

The Caplan Grocery Co., of Pittsburgh, Pa., have an advertisement in another part of the paper—as they have an interesting proposition, and it should be investigated.

The Reputation and Standing of

Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

Registered, U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

WE WANT SALESMEN

High grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63 per cent. of the grocers of the country. We have openings in a few desirable territories, which offer excellent opportunities to men of ability.

For particulars, apply

STAR EGG CARRIER AND TRAY MFG. CO.
ROCHESTER, N. Y.

The Grocery Markets

Tea.

The tea market has been unmarked by any special incident during the week, except another advance of 1 cent a pound in India-Ceylon. This is due to the same causes that have caused previous advances. Other lines of tea are unchanged, but with a very firm feeling. The consumptive demand is good.

Coffee.

The coffee market is firm and active. No actual change can be quoted in Rio or Santos, but the market is firm and particularly the option, or speculative, market has shown several slight advances during the week. The feeling is undoubtedly strong. Milds are unchanged, but comparatively high. Mocha is a shade weaker and Java firm and quiet.

Sugar.

The sugar market has continued to soar during the week. All refiners are asking 6.65 cents for granulated and the highest quotation on raws for the week is 5.39 cents. The Franklin Sugar Refining Co., of Philadelphia, is to reopen within a few weeks, and altogether a most remarkable demand for sugar is to be looked for. Some of it is intended for export, but the entire situation is very active and firm. The future is somewhat hard to predict, but it is hardly possible that prices will be any lower in the future. Consumptive demand is fair.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup unchanged, seasonably active at unchanged prices. Sugar syrup remains very high and in light demand, except for mixing and manufacturing. Molasses unchanged; fairly active.

Fish.

There has been no particular change in mackerel during the week. Prices remain very high, with Norway Nos. 3, 4 and 5 almost out of the market. No particular demand has sprung up as yet on account of Lent. Stocks are still very light. Cod, hake and haddock are selling still at slight advance, possibly a quarter of a cent. Salmon is still in fair demand, at unchanged prices. Domestic sardines are very scarce and most holders are asking a shade more for for them than $2.50 for quarter oils. Imported sardines very scarce and very firm

Dried Fruits.

Dried fruits are rather unsettled, owing to the reported prohibition of shipments to England, but without feature or change in price.

Canned Goods.

The demand for spot tomatoes is very light and the market is showing a little weakness. Futures are not selling at all. Corn is in good demand; prices advancing. There is quite some demand for future corn. Peas are unchanged, but selling well. California canned fruits are moving freely, with no change in prices, but firmly held at former quotations. All lines of Baltimore canned goods are in seasonable demand, with no change in prices.

Beans and Peas.

Pea beans are in fair demand, at slightly lower prices. Marrows are selling slowly, but at full prices. No change in green or Scotch peas.

Butter.

The butter market is very active, with light receipts and a good consumptive demand, at prices ranging about 1 cent a pound higher than last week on all grades. The stock of storage butter is extremely light and a continued good market is expected, but without any change in price in the next few days. Print butter is very scarce and readily selling at outside prices.

Eggs.

The receipts of eggs are increasing, and the quality is running average fancy. The consumptive demand is very good and absorbing all the receipts on arrival at the current rates, which are about the same as were ruling a week ago. No change is likely to occur from present conditions in the next few days.

Cheese.

The cheese market is quiet at unchanged prices, with a fair consumptive demand. The stocks are reported to be light. The market is in a healthy condition, but not likely to change.

Provisions.

Everything in the smoked meat line is firm at prices averaging about a quarter cent higher than last week. Both pure and compound lard are firm, at an advance of half a cent over last week, with light stocks and a normal consumptive demand. Barreled pork is firm, with a good trade at 50 cents per barrel higher than a week ago. Dried beef and canned meats are having a normal consumptive demand at unchanged prices.

INDIVIDUAL MARKET REPORTS.

Canned Salmon.

Spots—Season 1915.—The most noteworthy feature of the 1915 salmon season has been the heavy export demand, more canned salmon having been exported since January 1, 1916, than ever before in like period. This business comes at a time when the American trade is usually quiet. There is a great jolt coming to the American buyers when they try to buy spot salmon late this spring or early summer. The export movement was mostly on sockeye talls at $1.75 to $1.80 per dozen, and pinks at about 70 to 75 cents per dozen.

During this buying the water rates on the Atlantic advanced from 85 cents to $1.25 and $1.50 per 100 pounds. It stands to reason that if the foreign buyers can pay this additional amount for salmon in the form of transportation, that they could have paid a little more for the grades like pinks where the price was too low. It is pleasing to note, however, that there was no disposition on the part of the packers to take advantage of these foreign buyers.

England during 1914 and 1915 has taken 2,000,000 cases of salmon in addition to its usual requirements. The average annual importation into England during the last few years has been a million cases, whereas she took in 1914 over 2,100,000 cases, and in 1915 almost 2,200,000 cases of salmon.

As there is nothing ahead but high prices and short packs, packers will generally refrain from making prices until close to the time of actual deliveries.

BRADY & CO.

Seattle, Wash.

Imported Fish Specialties.

There has been a real good demand for herrings of all kinds during the past week. For the first time in many months we have been asked by one of our shippers in Great Britain if we would advise a consignment of Yarmouth herrings. Heretofore they have told us that they had such a large demand for all kinds of salt herrings that they would not think of shipping any consignments to this country. Evidently this demand cannot be so strong as it was, otherwise they would not ask us to accept consignments of these herrings. Of course, those Yarmouth herrings can be sold here if they are of good quality, and if they can be sold at reasonable prices.

The Norway mackerel situation has also shown a further improvement during the past week. The demand is quite good, prices are very firmly held and stocks in first hands very much reduced. If the present demand continues, the end of Lent should also see the end of stocks of Norway mackerel.

Unfortunately, there has been no change for the better in the imported sardine situation. In Norway they continue to ask such enormously high prices for the few smoked sardines which they are able to pack that the American buyer is absolutely unable to import the goods at these high prices, and resell them to the trade here. Business in Norway smoked sardines has suffered very materially, owing to the high asking figures in Norway. Portugal, owing to a short catch, has hard work to supply the American market with a reasonable quantity of goods, and in spite of the decided scarcity, Portuguese sardines are still most reasonable in price. A few French sardines continue to come right along, although, of course, the quantity is so small that they have no influence on the market.

STROHMEYER & ARPE CO.

New York.

Rice.

The chronicle of the past week has lost some of the cheerful tone. Whether this is due to the bad weather and congested freight conditions, which seem to have struck the entire Eastern zone, or the fact that stocks in hands of the trade are heavier than anticipated, it is at all events self-evident that the demand has fallen down, without much outlook for improvement until the country is practically cleared of snow and transportation companies are in position to move freight promptly. However, the high grades still command full figures on account of their continued scarcity. The intermediate qualities go slow, although prices are on a fair basis and worthy of attention. Blue Rose is more active and stronger, as the trade are beginning to appreciate that they are worth while at prevailing quotations.

Advices from the South along the Atlantic coast report conditions practically remain unchanged, although s tions show a slight improveme olinas are moving slowly.

At New Orleans the clean ket is very strong, with an tendency on all grades. Bro continue very scarce and in mand. There has been much tivity shown in medium Hond doubtedly due to the fact that relatively cheaper than Blue present prices.

In the Interior, Southwest Texas and Arkansas, the mills fair volume of business, wi well maintained. The market continues very strong and ho asking much higher prices tha market for clean warrants, a farmers have been securing al the season what they wanted, as though they will be success as stocks of rough in millers' very low, and mills will eithe pay the prices asked by the f shut down.

D. TALMAGE'S S
New York and New Orlean

Spices.

The market continues very generally unsettled. Higher prevailing in several articles. suming demand is larger than fore and indications point to prices over the spring, summe months.

Pepper.—Both black and wh short supply here. Prices however, are less than impor day, and we believe they will to 25 cents in the near future

Cloves.—Some large arriv come in, but have gone direct sumers. It is likely to remain the spring months.

Pimento (Allspice). — Stea last advance. Present prices sider safe.

Nutmegs.—The demand is f ply, however, very limited. our opinion, are likely to go

Gingers.—In excellent de steady and higher prices. T great scarcity here of all gra

Paprika.—Generally steady changed. Hungarian grade out of stock.

McCORMICK
Baltimore, Md.

Evaporated Apples, E

We have had a somewhat stro ket here on evaporated apple week.

Local dealers are of the op the market has struck bottom been buying any clean lots t be obtained from the makers, of the box market.

Prime quality is quoted at cents; choice, 5½ to 5¾ cent in 50-pound boxes. A little has come in at ¼ cent higher prices for 25-pound boxes.

Apples are held here with a more confidence, and with the sirable lots being cleaned u figure present prices as botto

C. C
Rochester, N. Y.

Dry Goods Still Ahe

Marshall Field & Co., in th review of the dry goods trade

Current wholesale distrib dry goods is running well a the corresponding period of ago.

Road sales for immediat ery are normal, but well ah later spring and very heavy delivery.

Customers have been in t ket in about equal numbers.

Collections are normal.

Prices are firm

Foods Attractively Displayed Sell Quickly

The more appetizingly you display your perishable foods the more inviting they will be. Your customers will readily buy additional edibles if you display these foods attractively and keep them fresh and palatable.

Correct refrigeration in nicely built counters or cases will accomplish this for you. In addition the preservation of these perishable foods will wipe out a good part of your loss through waste and spoilage.

McCray Grocers' Refrigerators

The McCray keeps all perishable products in perfect condition—attractively displayed, of easy access for your clerks and easy selection for your customers.

Grocery of August Scheele & Co., Elgin, Ill.

The McCray patented system of refrigeration produces a circulation of pure, dry air in every compartment. All odors and moisture are automatically discharged, through a water-sealed drain pipe. Food is kept absolutely fresh, wholesome and enticing. All danger of taint and spoiling from contact with other foods is eliminated. The McCray complies with all legal requirements in regard to the display of perishable food products.

The McCray may be arranged for either ice or mechanical refrigeration. We have them in a large variety of stock sizes or built to order to fit any space or store arrangement.

Ask Us To Send You the Following Catalogs:

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and Gen. Storage.*
No. 92—Regular Sizes for Residences. *No. 50—For Hotels and Restaurants.*

McCRAY REFRIGERATOR CO., 636 Lake St., Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

We Appeal to the Grocer—We Do Not Try to Force Him

When we started to put **Goldenoyle** on the market, we could have gone to the consumer alone and tried to persuade her to *force* you to handle it.

We don't believe in that. We advertised to you before we advertised to anybody else, because we had confidence, and still have, that you can judge good merchandise on its merits, and will meet a manufacturer half way on a worthy proposition.

Goldenoyle is a good proposition from any standpoint. It is the most highly refined vegetable salad oil on the market—we say that from twenty-five years' experience as oil refiners. You remember what Prof. Allyn, the Westfield chemist, said about it.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

How Much Would You Pay Mame a Week?

I don't know whether you fellows know it or not, but I'm one of the most peaceable little things that ever lived, if people don't pour coal oil in my whiskers.

I'll sit on the floor and play with my spools for hours and never bite a soul, if they let me alone.

But let 'em try to put things over on me—or let me think that's what they're trying to do—and by the great horn spoon, I'll yell till I split the blue sky.

I'm saying this to sort of excuse myself for what happened the other day in a department store basement in Philadelphia. I was home over Sunday and on Friday afternoon my wife put the ring in my nose and led me down town to where they take your wages away from you without pain or suffering. We got into several of the department stores and by and by my wife kicked me down stairs into the basement to get some candy.

"This is a hen of a place to come to for candy," I said, "if you want candy why don't you go to a candy store?"

"They have a special sale on today," she said. "I want to get some of that."

We walked a mile and a quarter to the east, then turned due north and just before we reached the north pole, the candy counter loomed up.

As usual, there was a bunch of people waiting to be tended to, and about half enough clerks to do it. That's one way in which the one-line storekeeper will always have it on the department store, and where the department store's competition can't ever reach him, and that's in the matter of help. You can go into the average candy store any time and find somebody to wait on you, but you can't seem to ever go in the department candy store without having to wait. Don't think people don't notice that.

Well, as I say, we waited with the rest. There was a clerk right near us, doing up a box, and while we stood there waiting for her to get through, a flip little thing came up and called "Hello Mame" to her. She wasn't a clerk, understand, but a girl from outside.

I saw what was coming. When Mame got through she didn't come for us, as it was up to her to do, but she started in to get what her friend wanted.

"Here, we was here first!" I said, not in any whisper either.

"Oh shut up!" said my wife, red as fire, "don't start anything here."

By that time I had kicked off both shoes and was ready to dive in, as it were.

"Why don't you wait on us first and this girl second?" I said again. "We was here before she was and you know it."

"Just a minute," says Mame.

"No, not just a minute or just a second," I said, and I was just going to tell her in a few well chosen words what I thought of her as a clerk, when a floor walker pattered over and asked what the trouble was. I told him and he went up and talked to Mame. Then he came over and said:—

"She'll wait on you right away." But Mame had another one to put over on us before she went to bed. By that time she was over getting her friend's box wrapped and the change. You know as a rule they take the package and the money over and while it's being fixed up they'll come back and wait on somebody else. Not so friend Mame. So's her chum wouldn't have to waste a minute she waited for her change.

When she finally came over to where we were, my wife told what she wanted and Mame started in to get it. She was one of these greasy-haired dames that never looks appetizing about the head, and while she stood waiting for her friend's change I saw her scratch her head twice.

When she started to dig up our candy with her bare hands my little tummy began to work, but I think I'd have gotten through it all right if she hadn't scratched again. Then it was all over.

"For the love of Mike!" I said, "either scratch your head or dig up our candy! Don't try to do both!"

My wife pulled my coat so fierce that it ain't fit right since, and Mame got very red. Blame i if she didn't scratch it aga don't think she knew she wa to do it—she was simply all up.

That didn't mean any ex me, and when she had the b I poured over.

"You can put that stuff a again," I said, "we don't wa like clean hands in the stuff Then I called the floor walk told him why we did it and s out.

When we got to the sid heard what my wife had bee ing of me all these years, wasn't nice. I am putting on the cuts every night and have 'em healed in a month but I can tell you confidentia insects like me ain't fit to w earth.

Now about Mame. I don whether the fuss we had did good or not, but she's plum if it didn't. Up to the time us, Mame, as a clerk, wasn the powder it would have t

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Did You Ever Try to Sell a Thing to Keep the Dust Down When a Woman Sweeps?—You can't water a carpet before you sweep it, nor you can't sweep it as it is, because a lot of the stuff you raise settles right back again. But the sweeping powder catches this dust and holds it there.

You sprinkle a little ridge along the store floor and commence to sweep—you yourself illustrate how the work should be done at home. It's a fairly profitable article to push and is really a sensible thing for a woman to use.

* * *

One Way to Lose an Order—Is to be a little high on one item, say, sugar, and stick to it. For instance, a woman at the head of a big family of healthy eaters comes in from the country. She figures on spending something like $25 for groceries. She has the low price of sugar down pat—that's the item that sticks out. The man that has the price gets the $25.

It's your duty not to lose a customer like that if it's in your power to get her. Your selling price on granulated may be $6.75 a cwt. You're not supposed to cut that. But you are supposed to state a case to the management where the cutting of it w more business.

This case is mentioned bec such a common one and bec many of our boys are apt to b solely by their bulletin, which in ure is right—but which will certain times a little shading. pends on circumstances.

A good, interested, business-l will "get the order."

* * *

Women Like Consideration. a woman will land at the coun several bundles. Don't wait t asks you to wrap them together Suggest doing it yourself. It nice, courteous consideration. a woman struggle with a b goods if the trolley stops at yo If the young one is crying mother if you may give it a drop. Fish out a chair where an indication of weariness or Little things these are, to be s big friendship-binding factors. a corner is turned until the gets to the store where "that dating clerk" works. Put the things into practice. It takes no talent, no extra labor. The re big.

r head off. Chance is she store more harm than good. ybe she had the makings, did anything to open her feel real good over it. the only thing she got out s a big wish to burn holes ce. The point of the whole that when you're selling candy it's risky business ow whether your clerks are o make an eaty impression e. A clerk that's so clean t that she makes people eat candy out of her hand her weight in gold, but e Mame are worth noth- ien all's said and done, orth less than nothing, for you.

so hard to tell which kind is drawing money from week—look at 'em when know it. If they scratch ls or rub greasy faces or ng else like that, talk to and if you find that ain't , when you look again, id fire 'em quick.

THE STROLLER.

lvania Organization Notes.

Business Men entertained s of Bradford County on Governor M. J. Brumbaugh ef speaker.

* * *

le celebrated February 29th ty Day. Special sales by all its brought in a tremendous uyers. Every merchant re- largest day's business of the e town was gaily decorated and bunting, store windows orking and merchants and happy.

vas brought to a fitting close jet at the New American ttendance at which filled the ining rooms. It was an en- ffair and the "get together gether" spirit was in the air. elaborate menu had been ident Berry made a welcom- outlining the work of the aim of the future and in- on. J. F. Reynolds as the His speech was full of ound sense and he was most introduction of the speak- sses were made by J. J. cranton, who spoke on the an in Everyday Life;" Rev. Malley, who spoke on d William Smedley, who The Need of the Hour." rendered some fine vocal d all joined in singing a g to the tune of "Tippe- ge delegation of Scranton erc present, all members of ial Club. Carbondale is a n, has a good association and is rapidly forging ahead. John S. Shepherd is the efficient secretary.

* * *

The North Wales Board of Trade has reorganized and L. D. Frissell is president and W. H. Franck is secretary.

* * *

Honesdale held a successful Dollar Day sale on February 29th. Tremendous crowds visited the town and a lot of extra business was the result.

* * *

The Ambler Board of Trade is about to open a campaign for new members. An effort is being made to establish a Central Board of Trade to include all who are located in this thriving North Penn section.

* * *

Merchants of Weatherly are about to form a Business Men's Association.

* * *

Norristown business men are about to establish a booster organization to take the place of the present Board of Trade, and to this end will hold a dinner, to which every merchant in Norristown will be invited.

* * *

Kittanning merchants entertained the third annual convention of road supervisors on March 9th. Two sessions were held. Among the speakers were Hon. J. Frank Graff, Hon. J. R. Cunningham, W. A. Wynn, N. L. Strong, Chas. M. Ketchum and W. N. Copley. The event was a big success.

* * *

The Kittanning Association is planning a big booster banquet to be held in April.

* * *

Mr. Smedley addressed a meeting of the merchants of Bradford and Wyoming Counties on March 2d at Wyalusing, Pa. The attendance was good and two sessions were held. This is an organization covering a large and widely separated territory, but it is an exceedingly effective one in solving the business ills of the community. Its membership is composed of loyal, aggressive, solid business men. Dr. C. H. Bosworth is president and E. P. Henwood is the efficient secretary.

* * *

Mr. Smedley was a speaker on March 4th at a luncheon given by Lancaster wholesale grocers to their salesmen. The luncheon was held at the Brunswick.

* * *

T. H. McKinsey is the new secretary of the Greensburg Association. A. E. Martin has retired on account of ill health.

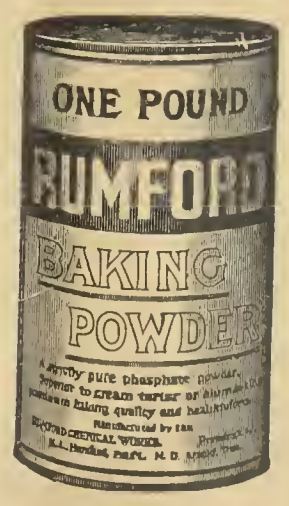
YES, IT'S POPULAR
Every one who uses
MAPLEINE
likes it. Its flavor wins it favor.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Look for this Mark on the Bottom
of every can that you use, because it's the indicator
of Heekin Cans
—of quality, durability—of supreme satisfaction as containers for coffee, crackers and other grocery products.
They preserve the freshness, crispness and flavor of crackers and the aroma and bouquet of coffee.
For Crackers, 15½ in. x 27¾ in.
For Coffee, 15½ in. x 20¾ in.

Painted or stenciled with any design, name and address.
Send for sample and see the quality.
The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio
"Heekin Can Since 1901"

Trial by Jury for Baking Powder

A good way to convince yourself on the baking powder question is to give a sample of the leading brands, **Rumford** among them, to some good cook—your wife, say—and tell her to try them and say which is the best.



Trial by jury as applied to baking powder—we're willing to submit **Rumford** to it any time.

If you try this, you might say to your "jury" that there is nothing in **Rumford** but the nutritious phosphates, starch and soda, all of which add to the wholesomeness of the food.

Rumford Baking Powder has always been profitable merchandise to the grocer.

RUMFORD CHEMICAL WORKS
Providence, R. I.

No. 354.—You Can't Alter a Contract or an Order With Small Type Provisions Printed Somewhere Else.

My attention has been called to a case which has just been decided, and which certainly touches very closely a business practice which has come to be extremely general—that of printing something in small type on letter heads or order blanks which is supposed to be read into a contract. It invariably is done to afford one of the parties a loophole of escape if escape becomes desirable. The case I refer to decides that this cannot be legally done. Unless the provision is actually incorporated in the body of the contract or in the order, it will not be considered a part of it.

This is really more important and far-reaching than it looks. If this view of the law is adopted by other courts, it would necessitate a reformation in the business methods of literally hundreds of business houses.

The case in question was a New York case and concerned a contract to do certain work. It was executed by the branch manager of one of the parties, and the other party, who had also signed it, had started to do the work, when he was called off, on the ground that the contract had to be approved by the Board of Directors before it was effective. The Directors, as a matter of fact, turned it down.

The ground on which the party in question based his right to reject a contract which had been executed and partly performed, was the following matter, printed in very small type on the bottom of its letter head:—

> All agreements are contingent upon strikes, fire, accidents or delays beyond our control. All prices are subject to change without notice, and all contracts and orders taken are subject to the approval of the executive office.

The matter got into the courts, and the court decided that no small type provision like this could be considered part of the contract, *even though the contract was written, as it was, on the very letter head that the above was printed on.* The court's reasoning was as follows:—

> In view of the manner in which its provision is printed upon the stationery of the plaintiff, it cannot be held, as a matter of law, that it was incorporated in and a part of the proposal. The language of the proposal is clear and explicit, and this provision, which is printed in small type, cannot be assumed to change, alter or modify it, unless it is a part of the proposal. It was not incorporated in the body of the proposal or referred to in it. * * * When an offer, proposal or contract is expressed in clear and explicit terms, matter printed in small type at the top or bottom of the office stationery of the writer, where it is not easily seen, which is not in the body of the instrument or referred to therein, is not necessarily to be considered as a part of such offer, proposal or contract.

In other words, if I draw a contract, complete in itself, on a piece of paper, which bears, apart from the contract, and in small type, a provision which would modify or change the contract or order, I cannot take advantage of it because it is not part of the contract. If I want to take advantage of it I must put it in the contract. Being printed on the same paper is not enough.

As I say, this practice of trying to tie a string to contracts or orders is growing exceedingly common. Only the other day while I was sitting in court a lawyer tried to argue that some words printed on a bill head, restricting the making of claims to a certain period, was a part of a contract that had been made between the parties some time before that. The point was that one party to the suit had made a claim after the period expired. The court ruled that the contract was complete when made and the matter on the bill head could not be considered part of it.

A very large number of firms now use order blanks on which in small type in the heading or at the foot, appears some statement that "all orders are subject to"—something, usually strikes, or crop failures, or a long list of other things. If this matter is to be considered part of a contract, it is really not a contract at all, but only a contract *if* one party can and will perform it.

I have seen quite a number of contracts or orders in which, in small type, was printed matter as to shipment, which would have practically allowed the seller to ship whenever he liked, although the contract itself provided a definite time for shipment. That might easily nullify the contract as to the buyer.

The legal moral of all this is that under the law every provision which belongs to the contract or the contract must go phys the contract or it will not sidered. I include in "cont ordinary order for mer Verbal understandings abo not be brought up after the is signed, if they are not in printed provisions, as appe the above case, can not be up if they appear separate contract and wholly detac it. One party to a contra right to believe that the w which he is putting his na whole contract, and the that it isn't incumbent o go hunting about into othe matter to see if there is s there which affects him.

(*Copyright, March, 191*
Elton J. Buckley.)

—

NOTE.—Requests for infor this department should terse in full all the facts bearing o and all questions should be framed to avoid misconstruct on one side of the sheet onl should be received at this later than Tuesday of each w sure an answer in the Mon following. The signature a of the writer must accompa quiries, and will be publ less there is a request not to inquiries received will be without charge. Address all cations to Legal Editor "Mo chant and Grocery World."

Why a Manufacturer Should Be Perm to Fix the Retail Price of His Prod

Views of Various Believers in This Doctrine Wh Them as Arguments for the Pending Stevens Bi

[The "Modern Merchant and Grocery World" has obtain will from time to time present a series of statements by variou known persons who believe that the manufacturer should ha right to tell the retailer what price he must get for the manufa product. All of the views which will be presented can be taken guments for the pending Stevens Bill, which seeks to give a facturer that right.—ED.]

No. 16.—By F. C. Letts, First National Bank Building, Chica

Mr. Letts.—I am president of the National Grocery Co., with several houses in Michigan, and the Western Grocery Co., with wholesale grocery houses in Iowa, Minnesota and Missouri.

As a wholesale grocer, I want to say to you that we are not crazy to handle all of these listed or popular brands of goods. We are forced to do it. The trade wants them. They are advertised; they are known; and we must handle them. A great many of the manufacturers to whom we go and say, "Why do you not maintain the pric the jobbers to maintain a your goods? You say y list; why do you not They reply, "We do where we stand under the do not know whether w right to do so." What some law to define their p they can insist on mainta price.

Take Tobaccos.—Tak wholesale grocers of the will cost them at least 8 to do their business, to

...per Lawn Mower

The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

12-inch	$ 4.50
15-inch	5.00
18-inch	5.50
21-inch	6.00
Mower, 24-inch	13.50

...ixon Lawn Mower

4.50 14-inch $5.00 16-inch $5.50
...-inch $6.00 20-inch $6.50

...Thrust, Ball Bearing, Guaranteed in ...y and Dust Proof. Both the upper ...knives are crucible steel. Wheels ...es high and the gear is on the inside ...e wheels, giving great power and ...he real knife is 6½ inches in diame... ...ur blades. The lower bed knife is ...p steel and fastened to floating knife ...s bed knife bar rests on tie rod that ... back ends of the mower rigidly

...ER LAWN MOWER CO.
DIXON, ILLINOIS

...is Baler Is ...obably Big ...oughforYou

...ou don't have much waste ...the **Wolverine Junior** is big ...h for you. Makes a good, ...ale 60–75 pounds, 14 x 18 x 24 ... *A bale you can sell.* Costs ...25. Larger balers for larger

...lanti Hay Press Co.
...YPSILANTI, MICH.

The Star System — *For Safe Egg Handling*

Would you give four seconds time to know that each dozen eggs you pass on to your customers are wholesome and fit for use? Can you afford *not* to be sure?

We can show you a dozen other equally as good reasons why you should be using Star Egg Carriers and Trays. Write us.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK

NEW LARGE

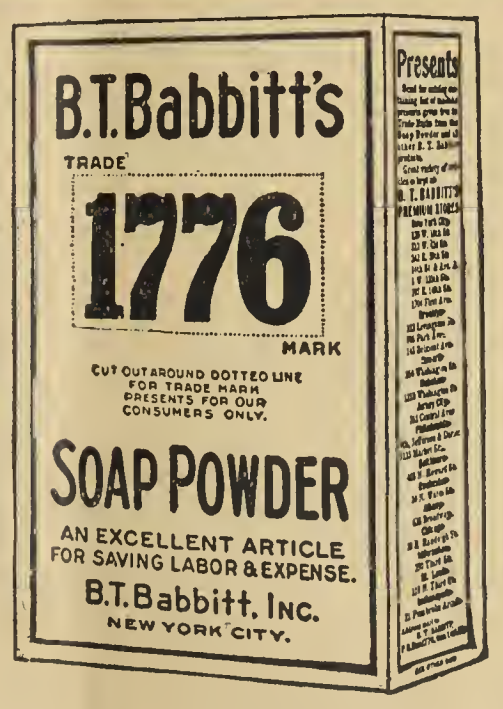
Pound Package

ONLY 5 CENTS

To the Consumer

The New Package of

Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.
NEW YORK CITY

Everybody Knows Them

KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

salaries, traveling men, etc. At the end of the year if they have what we call 2 per cent. net profit they have done well. These listed goods are the goods that go to pay us that 8 per cent. Take tobaccos. They start out on the supposition that they will pay you 8 per cent.; in other words, Star or Horseshoe, they bill it to you at 44 cents less 8 per cent. Now, we want to retain that 8 per cent. because it practically costs us that to do business. But along comes a great concern in Chicago, we will say, one of these great mail-order houses. They know these are popular goods; they know that they are well known to every consumer in the country and they quote these goods out at cost. They will do that not only with plug tobaccos but with a great many other lines of goods—soap, etc. They quote the goods out at cost. It hurts the brand, and the grocer has to make it up somewhere else.

I live in Chicago, and I know these men very well who run these great mail-order houses. I have seen their figures. The great house of Sears, Roebuck sold their goods on a basis of about 25 per cent. gross profit, and it costs them about 15 per cent. to do their business, and they had about 10 per cent. net profit. It means this, that when they sell these well-known brands, which they do at cost right along, it means they must make great big profits somewhere else, so that ultimately the consumer is not buying his goods any cheaper.

I had a letter a few days ago sent in to me from a country town in Minnesota. This letter was on goods that our house sold to the retailer at 18 cents. He writes us: "How do you expect us to compete with the great mail-order houses when they go direct and sell to the consumer at 17 cents?" That is what is tearing down our country towns. There are towns that are not as large to-day as they were 10 or 15 years ago. You take Iowa, take Illinois, outside of Chicago, take the rural districts, they are not as great in population as they were ten or fifteen years ago? Why? Because a great business is being centered in great cities and they are being supplied and they are being helped by being able to sell a great many of these so-called listed goods as leaders to fool the people, to get them to come in just as Mr. Erb said to you a little while ago, to sell calico at cost to make a profit on silk.

There is not a retail merchant in the State of Iowa or in your State of Wisconsin or in Michigan but what can meet any mail-order proposition on their own basis of selling for cash right straight through the line, but they—the mail-order houses—have got to use great leaders. In other words, they must fool the people; if they can not fool the people they can not do the business.

American Packers Will Try to Improve the Quality of Their Sardines—and It is High Time They Did.

In an effort to improve the quality of canned sardines that are put up by the Maine packers, plans are being formulated to secure official inspection of the fish before they are placed in the cans. Behind the movement, which has been started by some of the largest canning interests in the State of Maine, is the influence of the Federal Government and the sanction of the National Canners' Association. If the present arrangements are carried out the inspectors will be appointed by the latter organization and will have the power to reject any fish that they consider unsuitable, for any reason These inspectors will try to the quality of fish that are will also make an attempt more sanitary conditions in th canneries, where by far the l of the domestic canned sardin pared for the market. It is by the packers that the schem will entail a much higher cos ing, but the operators feel the added cost of productio more than offset by the elim claims that have been paid i for stocks that have been reje to poor quality and the mone been lost in paying return f these supplies.

Bloomsburg, Pa., Mar. 1, 1916.
Editor "Science of Advertising."

Dear Sir:—We are inclosing two of our clippings taken from the two daily papers that we use for advertising.

The space they occupy is alongside the local news column, which we think is the best location in the paper.

Your criticism is requested.

Yours truly,
C. H. SHARPLESS.

Of the advertisements enclosed, one measured two inches double column and the other three inches single column. I reproduce both:

Strawberry
Hams & Bacon

are cut from pigs that weigh less than 200 pounds and sugar cured by the Cromlinger Packing Co., of Shamokin. You can not buy a sweeter milder cure, (not strong with salt) than the Strawberry brand of ham and bacon at 20c.

We solicit orders from those who appreciate the quality of what they eat and are not given to letting price overshadow quality.

The best hams sold in Bloomsburg regardless of price.

C. H. SHARPLESS,
Centre St. Wholesale Grocer.

This ham advertisement should surely sell hams if the paper is a good advertising medium. It would have been more appealing, however, to people who first saw it with a casual glance, if a different heading had been used. A snappier heading such as, "You've Never Tasted Such Hams as These." Or "Hams as Sweet as a Nut." The mere mention of a name never makes a good headline unless, perhaps, it is accompanied by a price.

* * *

The same criticism can be made of the heading of the other advertisement: "Pastry Flour." The advertisement is good and ought to sell flour, but it would have sold more if the main point had been brought out in the heading. The main point is the price. I should have used something like "A Bargain in Pastry Flour," or "Don't Let This Bargain Pass." The only other criticism I would make of this advertisement is that it doesn't present quite strongly enough- it doesn't present at all—w pastry flour is supposed to course the name tells wha do. but it is never good rely alone on that when

PASTRY FLOUR PASTRY FLOUR

made from No. 1 country wheat, by the Montour Mill and the Girton Mill. We guarantee the flour, Our Beauty. or Golden Star to be of the highest quality and prove satisfactory on money refunded

12¼ lb. SACKS, 39c. 24½ lb. SACKS 78c.

This is a bargain price as We bought this flour when wheat was $1.00 a bushel, and the millers are paying $1.25 a bushel to-day. We are passing this good buy of Ours along to you, and believe that you will take advantage of this bargain.

Centre Street **C. H. SHARPLESS** The Wholesale Grocer

anything else to say. I sho something like, "Makes the lightest, flakiest pastry yo saw." There are a lot of who think ordinary flour wi as good pastry as any flo wouldn't think of using a else. Your field really lies women of this class more th where else.

—

NOTE.—This department is de the criticism of advertising mat in, to the devising of new adv ideas for special occasions, upon and to the suggesting of origi.a tisements when data is supplie communications sent for this ment should be addressed to the of Science of Advertising. Th be taken up in strict rotation.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Read What Mr. Lautz Says

In this issue, President Lautz of the American Specialty Manufacturers Association, gives this reason why the specialty stamp was adopted for specialty orders:—

> By use of this stamp, the manufacturer notifies and requires of his salesmen that every order taken must be genuine. The retail dealer is being educated to a recognition and acceptance of the fact that such an order obligates him, both legally and morally, to accept delivery pursuant to the terms of the order, while the wholesale grocer is assured of the genuineness of the transaction.

What a boon the specialty stamp has been to everybody! It has swept more fraud and looseness out of the specialty order business than any other factor which has ever appeared. Wise retailers everywhere are refusing to sign any specialty order whatever unless it bears one of the above stamps.

Join the wise ones—for your own good.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 98.

We have a slightly used Underwood Duplicator, costing $35 when new, that we will sell for $20, with about $5 worth of supplies thrown in at the $20 price.

T. J. Critchlow,
Prospect, Pa.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews,
Prattsburgh, N. Y.

—

Offer No. 107.

We offer the following:—

Special lot 100 cases Ohio E. J. Peas, 70 cents doz.

15 cases No. 3 Apples, 70 cents doz.

20 cases No. 3 N. Y. State Egg Plums, 90 cents doz.

10 cases No. 3 Pie Peaches, 75 cents doz.

20 cases No. 3 California Apricots, $1.25 doz.

15 cases No. 3 California Sliced Peaches, $1.35 doz.

3 boxes ¼s Crafts Cocia, 26 cents lb.

12 cases No. 1 California Apricots, 85 cents doz.

80 cases No. 2 Red Cherries, 90 cents doz. F. o. b. Harrisburg.

Witman Bros., Harrisburg, Pa.

—

Offer No. 108.

We offer the following peanut butter:

15 glasses Heinz 10-cent size, at 7 cents per glass.

21 glasses Heinz 15-cent size, at 10 cents per glass.

4 glasses Beech-Nut, 25-cent size, at 17 cents per glass.

25 glasses Beech-Nut, 15-cent size, at 10 cents per glass.

10 glasses Beech-Nut, 10-cent size, at 7 cents per glass.

8 glasses Martha Washington, 5-cent size, at 3 cents per glass.

F. O. B. Lititz.

We make our own peanut butter, therefore we cannot sell any other kind.

Leaman & Leed, Lititz, Pa.

—

Offer No. 109.

One type "C-A" Westinghouse Motor, one-sixth horse-power, single phase, 110 volt, alternating current, 60 cycles, 2-hour rating; complete with small pulley on motor shaft; large pulley also. Suitable for coffee mill, beef cutter, etc. Can be attached to lamp socket of 660 watt rating. This motor is strictly new, never been used. Cost $25, will sell for $15. E. E. Hudson,
Chestertown, Md.

—

Offer No. 110.

We offer Lipton's Tea at a bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. Cupp Grocery Co.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Washing Crystal, 99 9-10 pure, t thing for washing all kinds of

Each dozen is pasted on a ne having a nice advertisement con this Crystal; also having 12 s Each package is marked 10 cents.

The wholesale jobbers ask dozen, $10 per gross.

I will ship to any place, freigl one dozen at 90 cents, and give dozen free, or one gross at $7.

A wideawake merchant shoul this opportunity, as it nets you cent. profit. Harry Bars
2300 Carson St., Pittsb

—

Offer No. 112.

One business man's Paper practically new. Have baled abo ton with it. It was made in W Mich., and cost $24; will sell f F. O. B. McKeesport, Pa., as gone out of business.

70 pounds, in one-pound pa Japan tea siftings. Cost 10 cen sell for 7 cents, F. O. B. McK Pa. W. A. Ride,
McKeesport

—

Offer No. 113.

29 packages Nesnah Desserts, a flavors, vanilla, chocolate, ras orange and lemon. Guaranteed Pure Food and Drug Act, June 3 First-class condition; will sell s 5 cents per package of 3½ ozs. ea

90 cakes Cygnet Soap, for toi bath, 5-cent size, at 2½ cents pe

40 one-pound cans of Pearl C 10-cent size, at 5 cents per can.

50 one-pound packages of Pearl Soap Powder, 10-cent size, at 5 ce package.

If interested in any of the named, address P. O. Box 46
Fleetwood

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale Hous Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nine teenth St., New York City.

Wire and Metal Goods Novelties

Rockwell-Clough Co., Alton, N. H

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St New York City.

eliability—and What it Means in e Fruit and Vegetable Business

¶ If you have never dealt with us you do not realize just what you are missing in the way of service.

¶ In buying Fruits, Vegetables and Nuts the main thing is *reliability*—you should know that you are going to receive the goods promptly, that they will come in good condition and that the prices are right.

¶ We see to all of that and more—because of our long experience in this business—more than fifty years—we know the market conditions absolutely and buy goods most advantageously, and then pass the advantage along to our customers.

¶ That you can depend on what we do for you is best evidenced by the fact that we have some dealers on our books who have been there for more than thirty years.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl.	$3 25
Medium Yellow, per S. H. bbl.	2 25
Prime Red, per H. S. bbl.	3 25
Medium Red, per S. H. bbl.	2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.	$7 00 $9 00
Regular Jersey, good color, long keepers, per bbl.	5 00 7 00
Regular Jersey, good color, long keepers, per crate	1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box	$3 00
Extra Fancy, 360s, very fine, per box	2 50
Messina, Extra Fancy, 300s, per box	2 75

Extra Fancy New California Navel Oranges.

100s and 126s, per box	$2 60
150s, per box	2 75
176s, 200s, 216s, per box	3 00

Fancy Florida Oranges.

126s, per box	$2 65
150s, per box	2 85
176s, 200s, 216s, per box	3 25

Extra Fancy Florida Grapefruit.

36s, per box	$2 75
46s, per box	3 00
54s, per box	3 10
64s, per box	3 25
80s, per box	3 10

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag	Market value
100 Ex. Selected in bag, per bag	Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch	$2 25–$2 50
Jumbo Bunches, per bunch	1 75– 2 00
8-hand Bunches, per bunch	1 50– 1 60
Red Bananas	Market value

West India Limes.

Extra Fancy, per barrel	$12 00
Extra Fancy, per peck crate	1 25

Apples.

All varieties, in both barrels and boxes ..... Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

WANT DEPARTMENT

rs to Want Advertisements inserted in this department may be addressed to the "Modern and Grocery World" when desired, provided the advertisement is accompanied by 10 cents to pay for remailing the same. The price of each insertion is two cents per word in advance.

SALE OR RENT

NESS OPPORTUNITIES

ED.—To sell interest in mercan- poration, capitalized at $10,000. sell controlling interest to right Located in good South Carolina ith good school. Address Mer- care Grocery World Publication Arch St., Philadelphia. 14

ED.—Rare opportunity for good Get into fine paying business, ed twenty years. Best trade in Not much capital required. g attached. Address S. R. Block, , N. J. 11

STORES.

ALE OR RENT.—Corner prop- enty-two room double dwelling, o stores, price $9,000; delivery $35; single harness, $8. Will res, $15 per month. Address F. A. Adams, Ocean City, N. J. 13

ALE.—Grocery store at inven- charge for good will. Building onable figure and easy terms. E. G. Koegel, Lehighton, Pa. 14

ALE.—Grocery store, with or building. Well established for 10 years in the best shopping Fifth avenue, Brooklyn, N. Y.; eed to make a good living and also to save money; would do more excellent by taking in a full line of delicatessen. Will sell stock and fixtures at inventory, and no charge for good will. Will sell reasonable to good buyer. Apply to Peck's Advertising Agency, 324 Ninth St., Brooklyn, N. Y. 11

FOR SALE.—Cash grocery store, stock and fixtures, with fountain and bake goods; weekly sales are from $120 to $140. Write, if interested, to John S. Harris, Locke, N. Y. 11

FOR SALE.—Up-to-date grocery store, located at Fourth and Pine Sts., Easton, Pa., formerly conducted by the late William H. Schug. Doing a large business. Open to inspection at any time. Address Harold W. Schug, 723 Washington St., Easton, Pa. 13

FIXTURES.

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

FOR SALE.—Stock and grocery fixtures for sale; cheap to quick buyer. Address J. LeBrun, 273 Main St., Slatington, Pa. 11

MISCELLANEOUS.

FOR SALE.—Pennsylvania white potatoes, good size and sound stock. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 14

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY. MARCH 13, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundrics	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Butter
Fresh Fish
Provisions
Dressed Poultry
Lard and Compound, Swift's

DECLINES.

Eggs
Flour

—1—

SUGAR.

	Barrels.
Cut Loaf	7.65
Eagle Tablets	8.50
Crystal Dominoes, 24 5-lb. pkgs	9.50
" 60 2-lb. pkgs	9.50
Patent Cubes	7.00
Confectioners' Lozenge	6.65
Powdered	6.60
Fruit Powdered	6.50
Dessert and Table, 2-lb. cartons, 48 lbs.	6.80
Granulated, fine or standard, McCahan	6.50
" " Franklin	6.55
" extra fine, bbls.	6.50
" " 2-lb. bags	6.90
" " 5-lb. bags	6.90
" " 10-lb. bags	6.80
" " 25-lb. bags	6.70
" " 100-lb. bags	6.50
" coarse	6.65
Confectioners' Crystal A	6.50
A Confectioners'	6.40
A No. 1	6.35
A No. 2	6.30
Franklin B	6.15
Extra C	5.90
C	5.75

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C. Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10 2½-oz tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10 2-oz tins, per doz			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Caracas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.11¼
Rio, prime	.10¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.30
Java, fancy, 50-lb. lots	.29¾
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Caracas, extra fancy, washed	.20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	.15¼
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.14
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18.10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz ; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per box

JARS AND JAR RUBBERS

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.	per doz

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

eans—
's ..... .95
l , No. 2 ..... .95
ell's, 16 oz., tomato sauce or Boston ..... per case 1.90
's, No. 2 ..... 1.40
amp's, No. 2 ..... 1.40
hank's, No. 2 ..... 1.35
s, No 2 ..... 1.40
Head, No. 3 ..... 1.25
, No. 1 ..... .55
s—
ird, New Jersey, No. 3 ..... 1.20
Maryland, No. 2 ..... .85
" No. 3 ..... 1.15
ans—
ird, New Jersey, No. 2 ..... 1.15
Maryland, No. 2 ..... 1.20
small, No. 2 ..... 1.50
eans—
ird, New York, No. 2 ..... 1.10
fancy, New York, No. 2 ..... 2.00
New York, No 2 ..... 1.50
ird, Maryland, No. 2 ..... .50
ney Beans—
ird, New York, No. 2 ..... 1.00
Maryland, No. 2 ..... .85
Illinois, No. 2 ..... .95

ird, New York, No. 2 ..... .90
New York, No. 2 ..... 1.00
ird, Maryland, No. 2 ..... .75
Maine, No. 2 ..... 1.25
Maine, No. 2 ..... 1.25
'eg, No. 2 ..... .85
grain, No. 2 ..... .75

ird, New York, No. 2 ..... 1.15
New York, No. 2 ..... 1.50
ifted, New York, No. 2 ..... 2.00
ird, Southern, No. 2 ..... .75
Southern, No. 2 ..... 1.00
ifted, Southern, No. 2 ..... 1.40
ird, Indiana, No. 2 ..... .75
Indiana, No. 2 ..... 1.00
ifted, Indiana, No. 2 ..... 1.40
ird. Wisconsin, No. 2 ..... 1.10
Wisconsin, No. 2 ..... 1.40
ifted, Wisconsin, No. 2 ..... 2.00

ird, New York, No. 2 .....
" No. 3 ..... 1.25
New Jersey, No. 2 .....
" No. 3 ..... 1.10
—
ird, New York, No. 2 ..... 1.00
New York, No. 2 ..... 1.25
ird. Maryland, No. 2 ..... .90
Michigan, No. 2 ..... 1.20
s—
No. 2½ 2.00
n, No. 2½ 2.20
No. 2½ 2.50
io. 1 ..... 2.25
s—
ird, New York, No. 3 ..... 1.00
New Jersey, No. 3 ..... .85
:d, Maryland, No. 3 ..... .95
ut—
ird, New York, No. 3 ..... .80
Maryland, No. 3 ..... .75

California Canned Fruit.

—
No. 3 ..... 2.75
No. 2½ 2.10
tandard, No. 2½ 1.75
d, No. 2½ 1.50
'ears—
No. 3 .....
No. 2½ 2.50
tandard, No. 2½ 2.30
d, No. 2½ 2.15
erries—
No. 3 .....
No. 2½ 2.90
tandard, No. 2½ 2.50
d, No. 2½ 2.25
Lemon Cling, Sliced—
No. 3 ..... 2.95
No. 2½ 2.00
tandard, No. 2½ 1.75
d, No. 2½ 1.50
Lemon Cling—
No. 3 ..... 2.95
No. 2½ 2.00
tandard, No. 2½ 1.75
d, No. 2½ 1.45
Yellow Crawford—
No. 3 ..... 2.80
No. 2½ 2.00
tandard, No. 2½ 1.70
d, No. 2½ 1.40

Eastern Canned Fruits.

rk State, No. 3 ..... .90
" No. 10 ..... 2.75
es—
, No. 2 ..... 1.35
, No. 2 .....
Vax, light syrup, No. 2 ..... 1.35
heavy syrup, No. 2 ..... 1.50
No. 3 ..... 1.35
No. 3 ..... 1.15
3 ..... .85
Extra Standard, No. 2½ 2.00
yrup, No. 3 .....
vater, No. 3 .....
yrup, No. 2½ 1.25
rup, No. 2½ 1.00
—
a water, No. 2 ..... 1.40
es—
eserved, No. 2 ..... 1.80
d, No. 2 ..... 1.60
, No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	
" Boneless, ½s, oval, 100s	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24 00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	12.00
" " ⅛s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ½s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown brand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 2 doz	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ¼, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No. 1, glass	3.50

Sliced Bacon.

Beech-Nut brand, medium, 2 doz	1.80
Erie brand, large, 1 doz	1.80

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 2 doz	2.40
R. & R., No. ¼, 4 doz	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ¼, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.66
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90

Campbell's, No. 1s, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb. ..... per lb.	.20
Walter Baker & Co.'s—	Per
Premium, ½ lb., 12 lbs	.29
" ¼ lb., 12 lbs	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs	.20
Auto, sweet, 6 lbs	.33
Cocoa, ¼-lb. cans, 12 lbs	.34
" ½-lb. cans, 6 lbs	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.32
" ½-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ½s	.29
" ⅛s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.52
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. ooxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

Almond Milk Chocolcte, e4 5c. pkgs. in box ..... per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.8e
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.	.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
e-oz. oval cans, 4 doz. in box	.07½	.90
5-os. oval cans, 3 dos. in box	.18⅓	e.20
¼-lb. round cans	.e9	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	e.3e	.5e

Bensdorp's Chocolates—

6-lb. boxes, e4 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.e8
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.5e
Milk Chocolate Towers, ¼-lb. boxes, 90 boxes in case	g6

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ¼-lb. cakes, 12-lb. boxes, 12 boxes in case	.3n

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb

No. 201, Gold Brand, ¼-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.40½	¼ lb.	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	e.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	e.83
20 "	4.17	20 "	3.17
25 "	4.61⅛	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x2n, 5 reams in bundle	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 2800 sheets, per lb.	.12

Tollet— Per case

Extra quallty, 100 rolls	6.00
Good " 200 "	5.25

Butter, Wax— Per pkg.

9x12, abont 480 sheets	.15½

Bags, price per M—

Slzes	Original Bundlee Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.38	.29
½ "	10M	.46	.34
1 "	8M	.60	.46
2 "	6M	.79	.59
3 "	5M	.94	.71
4 "	4M	1.17	.89
5 "	3M	1.34	1.03
6 "	3M	1.66	1.24
8 "	2M	1.92	1.45
10 "	2M	2.20	1.65
12 "	2M	2.56	1.95
14 "	1M	3.25	2.44
16 "	1M	3.47	2.64
20 "	1M	3 91	2.94
25 "	1M	4.39	3.46

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.4s
24½ lbs., ¼ bbl	.7n
49 lbs., ½ bbl	1.40

No. 2, Manilla light weight— Per lb.

12 in. rolls	.03
15 "	.03
18 "	.03
20 "	.03
24 "	.03

Silk Fibre, No. 2—

9 in. rolls	.03¼
12 "	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼
30 "	.03¼

Paper Towels—

25 rolls, 150 towels each, with holder and basket per case	4.25
25 roll lots "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" e doz	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 2 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	e.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2 75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.1n
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.1e
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Penneylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	2.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per dos.	.95
" sifting top, 2 doz	"	.46
" with horseradish, e doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf, 38 less		.39
Sap Sago, 3 to lb	cask, per lb.	.....
" " less than cask,	"	.29
Roquefort	12 in case, "	.....
" less than case,	"	.53
Parmesan, about 30 lbs	loaf, "	.38
" less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	3.60
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.5n
Olmutser Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per doz.	.....
American Swiss, No. 2	loaf	.32
" " less than loaf		.33
" square loaves, No. 1, about 25 lbs. each	per lb.	.28
Limburger, No. 1	box and ⅛ box	19½
" less than ⅛ box		.e1
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.22½
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	.....
Welner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, Imported, marked weight, per lb.		.....
Pate de fois Gras, small	per doz.	3.oc

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)		.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	e.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lacbs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.e5
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 20-oz. jars	s.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trip:, 5-gal. kegs	s.00
Pigs' Feet, 10-lb. pails	1.05
" 5-gal. kegs	2.85
Russian Sardines	.....
" 5-lb. pails	.75
" 10-lb. pails	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, V M	per keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		14.50
Milkers, " bbls		.....
" " ½ bbls		.....

Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per l
Matjes Herring	piec

Bismarck Herring.

Round tins, with key, pint	per do
" " quart	per ti
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, do	

Russian Sardines.

Imported, Wallkoff brand	per ke
" 5-lb. pails	per pa
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per ke
Russian, in glass jars	per do

Norway Anchovies.

Fancy, keg	
" ⅛ keg	
" ¼ keg	
" ⅓ keg	per do
Original package	per ⅛ bb
Repacked, 5-lb. palls	per pa
" 10-lb. pails	"
" 5-gal. kegs	per ke
" ½-lb. flat tins	per do
" ½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anke
Repacked, kegs, about 8 lbs	per ke
" pint jars	per do
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per do
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cas
50-gal. bbls., about 1200	per bb
15-gal. kegs, about 500	per 10
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pa

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. caske	per cas
48-gal. bbls	per bb
20-gal. kegs	per ke
5-gal. kegs	"
10-lb. pails	per pa

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundl
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vineg

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Junlper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, e doz	per doz.
" Club, e dos	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milhen Farm	
Awitru, packed in cartons	

—13—

FANCY GROCERIES.

Staple Paste, 5-lb. cans	per lb.	.33
es, in oil, 6 ring bottle	per doz.	5.00
" 3 ring bottle	"	3.25
Monpariel, ½-gal. kegs		1.25
quart, glass	per doz.	7.50
bottled, ¾ size	"	2.25
" ½ size	"	2.00
" ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	4.25
medium, 12 to case	"	4.50
small, 24 to case	"	4.25
in Maraschino, glass, 1 doz	"	7.00
owder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Powder, pints	"	3.60
" ½ pints	"	2.40
2 oz.	"	1.40
Peas, extra fins	per case	21.00
's Irish Oatmeal—		
cans	per doz.	3.35
cans	per tin	.70
cans	"	1.65
& Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
pper, ring, pints	per doz.	1.25
" ½ pints	"	.60
ne jars, 4 doz		1.75
re Marquett Mushrooms—		
choice	per case	36.00
e, 100 tins	"	35.00
100 tins	"	33.00
, ¼	per tin	.20
½	"	.35
¼	"	.65
½	"	1.25
, pickled, small size		1.20
Dunbar's, 2 doz	per doz.	2.75
Cordial, Bishop's, 1 doz	"	6.50
ized Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
lice, Rose's	"	4.50
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
anco-American Food Co.—		Per doz
s for invalids, all kinds, ½ pints, 4 doz.		1.40

LLON CUBES AND LIQUIDS.

Bouillon Cubes—		
n, 100 cubes		1.70
50 cubes		.90
oz. tins, 12 cubes each		2.75
Clam Boulllon—		
, bottles, 1 doz		2.00
, bottles, 1 doz		3.75
Tomato Bouillon—		Per doz.
bottles		6.00
t bottles		9.00
n jugs	each	2.75
s Oxo Cubes—		
, 10c. size	per doz.	.85
, 25c. size	"	2.00
, 100 cubes	per 100	1.65
's Beef, Clam and Chicken Cubes—		
boxes, 12 cubes, 1 doz		2.50
um boxes, 50 cubes	per tin	.90
s boxes, 100 cubes	"	1.70
r's Concentrated Bouillon—		
size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
r's Tomato Bouillon—		
es, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
y jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

		Per doz.
r's Solid Extract of Beef—		
size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
r's Fluid Beef Extract—		
es, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
ta	6.75
Aldas	7.10
Medal	6 75
urne	6.85
p	7.10
ry's Best	6.75
Idem	5 95
of the West	6.00
m	5.90
r	6.60
eal	6.05
White	7.00
r's Best	6.60
Imperial	6.50

Prepared Flours.

	Per case
la Prepared Doughnut, Cake, Ginger-	
ead and Tea Biscuit Flour—	
z. 14-oz.	1.44
z. 28-oz.	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

r's Buckwheat, medium, 12s	1.48
Flap Jack Flour, 18s	1.45
Jerry Buckwheat, 36 2s	2.60
Pancake, 36 2s	2.60
, 18 pkgs	1.55
Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs.	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Good —	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.

		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		.95
Per gross		11.25
5 gross lots	per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—		
Per doz		.45
Per gross		5.25
Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.20
Per gross		13.80
5 gross lots	per gross	13.50
Mother's, small, 1 doz		.45
" large, 1 doz		.85
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90

JELL-O
The Dainty Dessert

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

JELL-O
ICE CREAM POWDER
FOR MAKING ICE CREAM
Pays 50% Profit

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Sbore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box .13
Boneless Herring, 10-lb. boxes	per lb. .13
Smoked Salmon, whole fish	" .30
Smoked Bloaters, 50s	per box 1.25

FRESH FISH.

	Per lb.	
Halibut	.12	-.16
Bass Native		-.15
Salmon, fresh	.12	-.18
Eastern Cod		-.16
Croakers		-.06
Large Hake		-.13
Haddock		-.12
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel	.14	-.20
Snappers		-.23
Eels		-.12
Rock Fish	.18	-.25
Lobsters		-.60
Flounders		-.11
Large White Perch		-.12
Sea Bass	.08	-.12
Blue Fish		-.20
Porgies		-.06
Fresh Mackerel	each	-.10
King Fish		.....
Weak Fish	.10	-.16
Butter Fish		-.06
Tile		-.08
Shad, Roe	each	2.00
" Buck	"	-.90

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs	per case 2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs	per box .85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼ lb. pkgs	3.25
24 ½ lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ¼ lb. pkgs	1.80
24 ½ lb. pkgs	1.75
12 1-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26½
½ and ¼ lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
120 5c pkgs	4 40
60 10c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond Mustard, 2 doz	.21½
Milwaukee, No. 6 bottles, 2 doz	.23½
Saratoga, 2 doz	.67½
Sherwell Bros., 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.30
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	.65
Square, Oriental Red, 2 oz., 1 doz		.40
" Green, Blue or Violet, 2 oz		.40
" Magic Black, 2 oz., 1 doz		.40
" Electro Chemical, 2 oz., 1 doz		.40
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.2c
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.50
" 2 doz	1.80
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere satety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Scarch Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5 30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¼
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.09¼
Wooden pails, 20, 40 and 68 lbs.	.09¾
Condensed, cartons	...3 doz. to case 2.[illegible]
" "	...6½ doz. to case 5.65
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3 lb. pails, 1 doz	4.2[illegible]
Veribest, Mince—	Per case
Quart jars, 1 doz	5.[illegible]0
" ½ doz	3.[illegible]0
	Per lb.
Canakins, 10 lbs	.13½
" 2 lbs	.13
" 4 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¼-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
Beech-Nut—	
Large	2.25
Medium	1.35
Small	.90
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cartons

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. hbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Beech-Nut, quarts	per doz.
" pints	"
" ½ pints	"
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per bbl.
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per
Small	7
Medium	7
Large	7
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

Lard—

lbs. net weight	per lb.	.12¼
t	"	.12
ns	6 in crate	7.95
	12 in crate	8.03
	20 in crate	8.10
		Per lb.
d tubs, about 340 lbs		.11⅛
		.11¼
ails, 60 lbs		.09⅜
" 60 lbs		.09¾
" 60 lbs		.09⅞

DRESSED MEATS.

ed Stock—		Per lb.
	.10	-.14
	.09	-.13
	.08	-.11
ves	.14	-.16
lves		-.17
s and Barnyards	.10	-.13
Dressed	.12	-.14
		-.16
	.13	-.14
ethers		-.16
	.17½	-.18
mbs		-.19
		-.12½

UTCHERS' SUNDRIES.

Tongues	each	-.80
es		-.60
scalded	.50	-.75
ls, veal	per pair	.75 -.80
beef	per lb.	.25 -.30
	"	.25 -.30
eys	per doz.	1.25
s		.10
	per doz.	1.20
f	per lb.	.05
		16.00
beef, western		.22
, loins, city		.13
" western		.13

DRESSED POULTRY.

	Per lb.	
young hens, 8 to 10 lbs	.32	-.34
young toms, 15 to 18 lbs	.32	-.34
and toms	.26	-.28
to good	.18	-.20
hia, fresh killed, 3 lbs. and o pair, fancy	.32	-.36
hia, fresh killed, 3½ to 4 lbs	.32	-.36
hia, fresh killed, 3 to 3½ lbs. fancy	.32	-.36
fancy, heavy	.20	-.21
oasters, 4 to 5 lbs	.22	-.24
od	.18	-.21
	.14	-.15
	Per doz.	
rge, fancy	5.50	-6.50
	4.00	-5.00
	2.00	-3.00

LIVE POULTRY.

kens, nearby, 1½ to 2 lbs	.20	-.22
gers	.19	-.20
	.18	-.19
	.12	-.13
ng	.15	-.16
	.14	-.15

SERVES, JELLIES, JAMS AND MARMALADES.

		Per doz.
pure		.95
, apple flavor, 30 lbs. full weight,	per pail,	1.00
l's, 8-oz. tumblers		.80
16 oz., 2 doz		.87½
3-lb. tins, net weight		1.95
		Per lb.
l's pure, 12-oz. jars, 2 doz	per doz.	1.45
30-lb. pails		.09½
k, 30-lb. pails		.06½
3-lb. toy pails	per doz.	3.00
l's, pure, 10-oz. jars, 2 doz		1.40
k, assorted, jars, 2 doz		.90
rmalade—		
imported, 4 doz		2.10
l's, pure, 2 doz		1 50

Brand Conserves—

	Per doz., in glass		
	Large	Medium	Individual
ry	3 25	2.00	1.10
pherry	3.00	1.80	1.00
ry	3.00	1.80	1.00
	2.25	1.40	.80
y Sauce	2.25	1.35	.80
Grape	2.40	1.50	.90
lum	2.25	1.35	.....
Plum	2.25	1.35	.....
rrant	.....	1.80	.....
ant	3.00	1.80	1.00
rrant	3.00	1.80	1.00
	3.00	1.80	1.00
	2.25	1.40	.80
le	2.35	1.50	.90
itzenberg	2.25	1.40	.80
lly	.....	1.80	.....
e, shredded	3.00	1.80	1.00
	3.25	2.00	.....
s—			
uit	2.25	1.35	.80
	2.20	1.35	.80

rs packed one dozen, medium two dozen ual three dozen per case.

—22—

Fruit Butters—		Per doz.
Apple, Southwark, 30 lbs	per pail	1.15
" " full 5-lb. slip cover tins, ½ doz	per case	1.55
" Schimmel's, 30-lb. pails	per lb.	.06¾
" " 3-lb. slip cover tins, 1 doz	per doz.	2.60
" " 2½-lb. stone jars, cloth top, ½ doz	per doz.	2.90
" " 40-oz. stone crock, glass top, ½ doz	per doz	3.07½
" Mother Cook's, No. 14, 2 doz	doz.	.85
Peach, 30-lb. pails	per lb.	.07½

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.....	.....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25

—23—

Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00
Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60
Beech-Nut, carton of 5 boxes, 20 pkgs. or 100 sticks	3.10
Beech-Nut cases of 100 boxes	62.00

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.50
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.50
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.40
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.40
" 140-lb. cotton bags		.75
Morton, Free Running, 2 doz		.75
New Ivory, 24 large cartons to case		1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

		Per case
Durkee's, large, 1 doz		.....
" small, 2 doz. ½ pints		2.40
Schimmel's, small 2 doz	per doz.	.90
My Wife's, large, 1 doz		1.50
" small, 2 doz		.90

—24—

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lh. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ¼-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lantz, 20 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 2 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.35
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.30
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	.17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4 50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protect	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per	
" 2 lb. "	

Clothes Pins.

5 gross, per	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	
Discount to dealer 33⅓ per cen	

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daub	
solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper He dsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per bo	
Yeast Foam, 1½ doz "	

MAR 20 1916

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, March 20, 1916. No. 12

A philosopher said once that it was impossible for any man to fail in business who treated everybody with uniform and unvarying courtesy. *Courtesy* and courtesy alone, he thought, was enough to succeed on.

A Proposed New Plan of Selling Merchandise to Dispense With the Open Account.

The Trading Stamp Decision Seems Likely to Cut Both Ways. May Leave Retailers Open to Such Schemes as the Larkin Scheme, With Nothing to Compete With Them.

Retailer Who Analyzes Mail Order Catalogue Says There Were Only Three Items the Average Retailer Could Not Meet.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

HEINZ 57 · 57 VARIETIES

Let Us Help Advertise Your Store

When a Heinz advertisement appears in the magazines, in the street cars, in the newspapers or on the bulletin boards, it begins working to advertise *your* store, if you display the Variety advertised and remind your customers that you have it.

Our salesmen can supply you with a number of strong advertising helps to serve as connecting links between *your* store and the Heinz advertising campaign.

Are you using them?

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell yo customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

WASHES AND BLUES AT ONE TIME NEEDS NO RUBBING
GUARANTEED HARMLESS LAUNDRY CRYSTALS
CHASE-O
MAKES THE CLOTHES CLEAN AND SWEET
MANUFACTURED BY CHASE-O MFG. CO PHILADELPHIA, U.S.A.

They'll All Thank You

¶ Sell **Chase-O** and every woman who gets it will thank you after her first wash day. **Chase-O** is a laundry crystal that practically does the wash itself. Merely boil the clothes with soap and **Chase-O**, and the work is done. If you don't believe this, try it first yourself.

¶ Retails at 5 cents and never stops selling after it begins.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

Stock Wheatena, the Greatest Cereal Repeater on the Market

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Look Over Those Old Orders

If you keep copies of your old specialty orders look over those you signed before the best manufacturers began to guarantee them by specialty stamps.

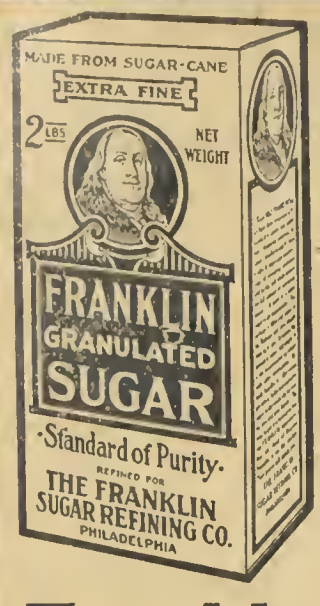
Note how many of them went wrong in some way. The salesman padded it, or the jobber refused or neglected to fill it, or the goods weren't what they were represented to be.

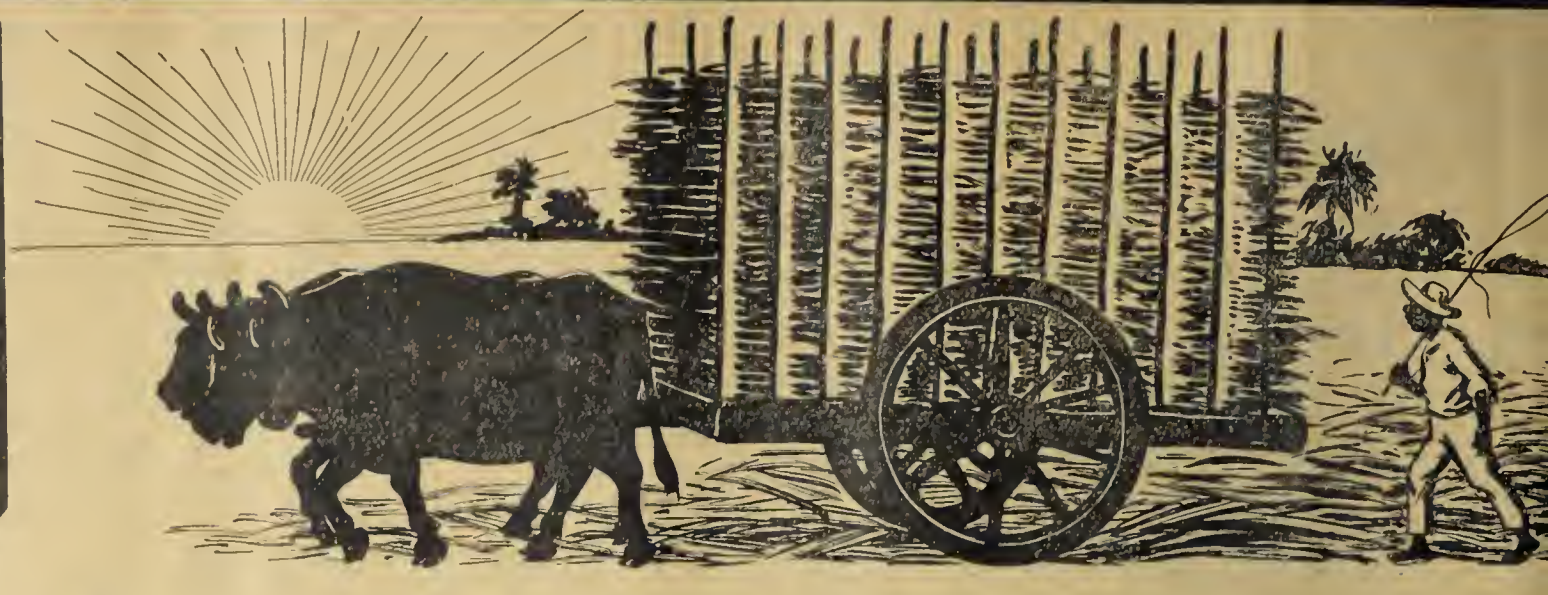
Now glance over those you have signed with the stamp on. You know what your experience has been with them. Can you ask a more striking illustration of what the specialty stamp—and the idea behind it—has done for *you?*

Before, you never quite knew what was going to come of a specialty order, but you know now.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.





Franklin Carton Sugar is made from Sugar Cane

Don't forget to tell your customers that FRANKLIN CARTON SUGAR is made from SUGAR CANE, because there is a decided preference for cane sugar on the part of the consumers and that makes it easier to sell. It is also true that FRANKLIN CARTON SUGAR is refined by the most modern processes, and then packed in the substantial cartons with the head of Franklin printed in blue on them, and sealed against dust, dampness and insects. It therefore comes to you as the sweetest, cleanest, daintiest sugar you can offer your customers, and the ready-to-sell cartons save your time and prevent loss by overweight.

Original containers hold 24, 48, 60 and 120 lbs. FULL WEIGHT of all CARTONS and CONTAINERS guaranteed by us

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

If the truth is told, people to-day don't want much but nationally advertised goods. They would never buy an unknown brand if left to themselves.

Which means that when you start to sell unknown brands you must fight the whole public desire. Isn't it best storekeeping to turn this desire to your own profit?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedar Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Dom ino Products"

Modern Merchant
AND
Grocery World

ublished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

L. LXI. PHILADELPHIA, March 20, 1916. No. 12.

dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
ERY WORLD PUBLICATION CO.
AT
27 Arch Street, Philadelphia.
TELEPHONES:
ilbert 3286
ilbert 3287 Keystone, Race 746
Exchange.

Checks and Drafts payable to the Grorld Publication Co.

ndependent journal published exly in the interests of modern merof all classes.

ELTON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
Advertising Manager.

ription Rates, Including Postage, Payable in Advance:
PER YEAR
ted States and Mexico..... $3.00
ada 3.50
t Britain and Continent of Europe Asia 4.50
Copies ..... .10

ent of the ownership, management, on, etc., of the Modern Merchant and World, published weekly at Philadela., required by Act of August 24th,

, Elton J. Buckley, 927 Arch Street.
ess Manager, David Ezekiel, 927 Arch

her, Grocery World Publication Co.
; Mrs. Eliz. McFetridge, 927 Arch Street: cFetridge, 927 Arch Street; S. L. McFetridge, Street; David Ezekiel, 927 Arch Street; ckley, 927 Arch Street.
(Signed) David Ezekiel, Bus. Mgr.
to and subscribed before me this 11th day of 916.
ned) Abel K. Cassel, Notary Public.
(My commission expires January 18th 1919

Contents.

PAGE

Three Items in Sears, Roebuck talogue Which Ordinary Gror Couldn't Meet at a Profit... 6

ment Hears Testimony as to ving More Time to Use Serial mber Labels, and as to Mark-g Hams and Bacon with the t Weight 6

g Stamp Decision Looks as if might Cut Both Ways 6

Failures Show Falling Off Again.... 7

Editorial 8
Piggish.
Showing Where a Federal Law Falls Short.
A Good Chance, but—
Where Fixed Retail Prices Don't Work.

Correspondence 9

Here Is a Proposed New Plan of Selling Goods 10

The New York Letter 15

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter 16

The Grocery Markets 17

Individual Market Reports 17

The Week's One-Time Ads. 18

"The Stroller's" Column (Contributed) 20
This Is Worth Reading.

Weekly Window Display Suggestions 20

Legal Department 22
No. 355.—The Federal Trade Commission Has Taken the Stand That Exclusive Selling Agreements Are Legal in the Average Case.

Selling Talks with Clerks 22

Pennsylvania News Items 23

Science of Advertising 24

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product 24

Subscribers' Bargain List 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 27

American Specialty Manufacturers' Association 3

Buckley, Elton J. 6

Burk, Louis 15

California Associated Raisin Co..... 17

Chase-O Manufacturing Co...Cover 2

Clicquot Club Co., The 7

Clipper Lawn Mower Co. 7

Crescent Manufacturing Co. 25

Dayton Moneyweight Scale Co..... 27

Fairbank Co., The N. K. 25

Fels & Co. 21

Ferris & Co., F. A. 11, 12, 13, 14

Fleischmann's Yeast 17

Forbes, J. P. 23

Franklin Sugar Refining Co., The.. 4

Hamilton Corporation, The 9

Heinz Co., H. J. .....Cover 2

Hires Condensed Milk Co.....Cover 2

Howe Scale Co. 10

PAGE

Indexed Coupon Books 23

International Harvester Co. 21

Knox Co., Inc., Charles B. 19

Lautz Bros. Co. .....Cover 2

Lipton, Thomas J. .....Cover 4

Manufacturers' Representatives (Association of) 3

Mapleine 25

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 4

National Biscuit Co. 23

Philadelphia Electric Co. 27

Royal Baking Powder Co. 19

Sherer-Gillett Co. 25

Sperry & Hutchinson 9

Star Egg Carrier and Tray Mfg. Co., 26

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, Inc., F. G. 21

Wheatena Co., The .....Cover 2

Where to Get Premium Goods..... 26

Wilkinson's Sons, C. 27

Only Three Items in Sears, Roebuck Catalogue Which Ordinary Grocer Couldn't Meet at a Profit

Sugar, Lenox Soap and Ivory Soap. Contributor Tells What to Do With Them. Thinks the Manufacturer Is Treating the Trade Unfairly.

We have been bucking the mail-order game in one way and another for some time. Among other things we have been issuing a little store paper, and believe that this paper is going to help out considerably along this line as well as being a good investment from an advertising standpoint. We have been studying some of the mail-order catalogues, and have recently looked over Sears, Roebuck & Co.'s grocery catalogue for November and December. As far as we can see there are only two or three items in this catalogue on which a merchant could not meet the price and make a fair profit. One of these is sugar, but, as the price on sugar or the amount sold to any one party is based entirely on the amount of other groceries bought at the same time, it is plain to be seen that this is a leader with a very safe string on it, and any merchant could come out nicely on the same kind of a deal.

The other items are Procter & Gamble's Lenox Soap, regular size, 12 bars 36 cents and 100 bars $2.90. Also Procter & Gamble's Ivory Soap, regular 5-cent size, 12 six-ounce bars 48 cents, 100 six-ounce bars $4. Now, right here is where we make a big holler, and every other retail merchant in the country ought to do the same thing. The last Lenox soap we bought from your house cost us $3.05 per case and freight from Duluth, Ivory soap $4 per case and freight. If we meet this competition we lose money, and we can't see the good of making a leader out of a nationally advertised article that only makes us 20 per cent. gross profit at the best.

It seems to us that the percentage of Lenox and Ivory soap sold by the mail-order houses as compared with the amount sold by the retailers of the country must be small and that the manufacturers should protect the retail merchants in this matter if they expect them to continue handling their product. We believe that if your house would make a protest to Procter & Gamble in regard to this it would at least make them sit up and take notice. We are going to write them a letter in regard to this and will get as many other merchants as we can to do the same thing. For our part, Ivory and Lenox soap go under the counter and won't come out except when we can not persuade a customer that some other soap will answer their purpose just as well.

This same matter came up in regard to Victor traps and now the mail-order houses are quoting these traps at a price at which they can be sold by the retail dealer and show a good profit.

R. J. Willcuts.

Foxboro, Wis., March 13, 1916.

Government Hears Testimony as to Giving More Time to Use Serial Number Labels, and as to Marking Hams and Bacon With the Net Weight.

Canners Make Chief Argument as to Extending More Time to Use Labels Bearing Serial Number Guarantee. Nearly Half a Million Dollars Worth of Labels Still on Hand. Representatives of Grocery Trade Want Hams and Bacon Marked With Net Weight.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
March 17, 1916.

Two food hearings have been held here during the last week, one to decide whether the Government should give more time to use up package labels with the serial number on (the Government has become dissatisfied with this on the ground that it deceives consumers). The other hearing was to decide whether cased hams and bacon are package goods and must bear the net weight on the label. Some time ago the Government ruled that they were not, but it seems likely to change its mind.

The hearing on the request for the extension of the time to use up labels bearing the serial number was chiefly attended by canners. Those representing the canning industry were Albert Bettcher, of Libby, McNeil & Libby; George G. Bailey, of the Fort Stanwix Canning Co., Rome, N. Y.; William H. Sears, of Sears & Nichols Co., Chillicothe, Ohio; A. J. Hubbard, of the John Boyle Co., Baltimore, Md.; Alfred H. Beckmann, secretary of the National Wholesale Grocers' Association; W. F. Bode, of Reid, Murdock & Co., Chicago, and J. C. Puetz, of the Sprague-Warner Co., Chicago.

The National Canners' Association filed an extensive brief which presented the main arguments representing the several hundred canners who have labels on hand bearing the serial number and which amount in value to nearly $450,000. In the brief the National Canners' Association set forth the efforts of the canners and their representatives to conform to previous rulings in the matter of guarantee; also to use up their labels and conform to the new ruling; notwithstanding which, he said, there still appear to be in packers' hands more than $446,299 worth of labels which cannot be used after the first of May. This state of affairs, he said, was due largely to Regulation 9 of the Department, on which the packers had relied in stocking up on labels. They had thought they were specifically doing what the Depa desired in having the gua legend placed on their labels

The association wants hol serial number labels given unl time to use them, provided were printed before May 5, 1

At the hearing on package and bacon, W. F. Bode, cha of the Uniform Tares Commi the National Wholesale G Association; Alfred H. Beck secretary, and Albert S. Rock representing Breed, Abbott & gan, attorneys for the assoc spoke in favor of the reversal ruling which holds that w hams and bacons are not in p form within the meaning statute. The packers were sented by Messrs. Stratton Cabe, Tressler, Lee and members of their legal staffs

President John Bradshaw, Washington Retail Grocers' ciation; Sol. Westerfeld, cha of the Trade Relations Com of the National Retail G Association; Thuer Hanson, missioner of Weights and Me of Massachusetts, and Deputy missioner Tighe, of the New Bureau of Weights and Mea also appeared in favor of t versal of the ruling. Eve present but the packers v hams and bacon to be cons package goods and labeled w net weight. H

Trading Stamp Decision Looks as i Might Cut Both Ways

If the States Act Under it Generally, It Will Leave Ret Helpless Against Such Outside Premium Schemes a Larkin Scheme, Which is Not Subject to a State T

A careful reading of the trading stamp decision handed down last week by the United States Supreme Court in the Florida and Washington cases reveals some interesting things. The two States named passed laws taxing all merchants who used trading stamps and sold package goods containing coupons such a large sum that the tax practically amounted to destroying the business. In both cases, on application, an injunction was granted against the collection of the tax on the ground that it was confiscatory and destructive. Both cases were appealed to the United States Supreme Court which decides in of the tax on both points These points were:—

1—That the sale of pa goods containing coupons w interstate business, as the goo shipped into the State from ou A State may not tax an inte business, therefore this tax

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Buildi
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 Keystone, Race 746

The court says the tax was
n the shipment from State to
but on the sale in Florida or
ington, as the case may be,
the goods reached their desti-
. Therefore the tax was not
interstate business.
That even if the tax can be
d, it is not legal to make it so
that it is really a destruction
business. The court answers
y saying that the Legislature
if it liked, within certain limi-
, prohibit premium schemes
y, and what can be done di-
can be done indirectly.
urally the decision at present
only Florida and Washing-
hose laws are already passed
e now upheld. Whether any
State will pass similar laws
is to be seen, but right on this
is the following letter, re-
during the week:—

artford, Conn., March 15, 1916.
ne Editor.
note the decision on trading
s and coupons given by the
eme Court and would like to
hat effect it will have on such
nes as the Larkin scheme. Lar-
hips his premiums from one
into another, and as I under-
it, can't be taxed anywhere.
tofore the local merchant has
able to meet schemes like the Larkin scheme by giving out trading stamps and coupons, but if his State is going to tax him out of this business, it looks as if he was going to be helpless. I should like your opinion. Yours truly.

O. J. ROBERTS.

We believe off-hand there is considerable in this view of the case. A State, under this Supreme Court decision, passes a law taxing every merchant who gives out trading stamps or sells package goods containing coupons, so exorbitantly that he has to abandon all such premium plans. The law will of course have nothing to do with Larkin and other such people, for they ship their premiums from Buffalo into other States, and are therefore not subject to any tax. It therefore looks as if the decision is not destined to be the unmixed blessing that some of the trade believe.

Failures Show Falling Off Again.

February Record Marks Sharp Decrease From February, 1915, Especially in General Stores, Which Are Scarcely More Than Half.

Failures in all lines continue to decrease, but this is not necessarily a sign of good times, but only a sign that conditions at present are better than conditions a year ago. All authorities agree, however, outside of the percentage of failures, that business in all lines is exceptionally good.

The figures covering the February failures are as follows:—

General Stores—February, 1916, 171; liabilities, $1,445,656; February, 1915, 307; liabilities, $2,864,212.

Groceries—February, 1916, 304; liabilities, $1,249,939; February, 1915, 327; liabilities, $1,226,385.

Clothing—February, 1916, 106; liabilities, $1,143,765; February, 1915, 191; liabilities, $1,774,480.

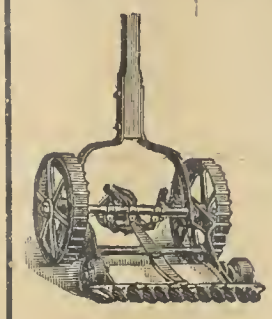
Dry Goods—February, 1916, 74; liabilities, $924,918; February, 1915, 122; liabilities, $1,740,126.

Shoes—February, 1916, 47; liabilities, $271,209; February, 1915, 52; liabilities, $356,050.

Hardware—February, 1916, 47; liabilities, $694,249; February, 1915, 52; liabilities, $634,365.

Enclosed find check for two years' subscription to "Modern Merchant and Grocery World," a valuable asset to our business; could not get along without it.—Kapp & Seibert, Dillsburg, Pa.

Clipper Lawn Mower



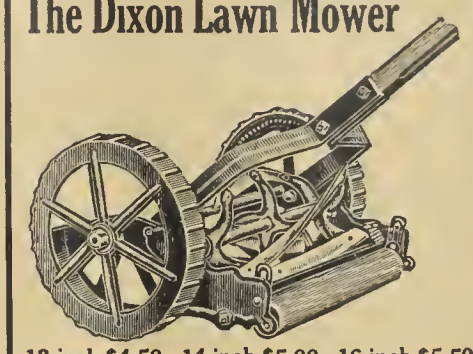
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower,	24-inch	13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

TO THE TRADE—No. 3

PROFITS: Of course you have influence with your trade. Of course you can force some sale of a product which is offered you at an abnormally high profit. But the man who offers you *excessive* profits thereby confesses that his products lack the strength to sell by merit and demand alone. Most every grocer has tried at some time to make abnormal profits on some line to which the public was indifferent, and has found by experience that he could do more business, do it cheaper and more profitably, by supplying well-established demand lines with legitimate profits and ready sales.

We want you to make a good profit on Clicquot Club Ginger Ale, but we want to protect you at the same time against Clicquot Club becoming a "cut price" line, with consequent loss of the respect of the public. We are protecting you also against the loss of Clicquot Club business by maintaining the highest possible standard of quality production. People don't get tired of Clicquot Club Ginger Ale—they get the Clicquot Club habit fixed.

We are looking forward both for you and ourselves—we are striving to keep Clicquot Club so superlatively good and so universally known that you can keep all your old Clicquot Club customers year after year, and constantly add new ones.

THE CLICQUOT CLUB COMPANY, Millis, Mass.

WITH THE EDITOR

It is not clearly understood that the Clayton act prohibiting discrimination in price, and the Federal Trade Commission act, prohibiting unfair competition, do not apply to conditions occurring wholly within a State. If the Standard Oil Co. of New York sells in Pennsylvania in such a way as to violate these laws, then of course they apply, but if the Standard Oil Co. of Pennsylvania sells wholly in Pennsylvania, the act does not apply no matter what is done.

Showing Where a Federal Law Falls Short.

For further illustration, a retailer complained to the Federal Trade Commission recently that a competitor, who was engaged in business in the same city, was selling goods below the price at which he, the complainant, could buy them. The Commission ruled that since the transaction was wholly within one State, it had no jurisdiction.

A jobber complained that a certain retailer was cutting the price of a certain brand of underwear so deeply that he, the jobber, was getting in wrong with his customers. Still another complainant charged that a retailer was selling goods at one price in one locality and at another price in another locality. A third complainant was a manufacturer who said a certain retailer was advertising and selling his, the manufacturer's product, lower than the manufacturer himself sold it at wholesale. The Commission refused to go into any of these cases because they all occurred wholly within a State and were amenable to the State law only.

But they cannot be practiced today. We have the Sherman anti-trust act, and the Clayton act, and the Federal Trade Commission act, and the "seven sisters' acts," and all the other laws which aim to force business men to be fair to their competitors. How far this idea of fairness has gone is seen by Case No. 16 in the official report of the Federal Trade Commission of the rulings it has made. This is Case No. 16:—

> On application for the issuance of a complaint, it was charged by a packer of canned clams that a competitor, in order to drive the complainant out of business, bid up the price of fresh clams to such an extent as to make the business unprofitable. The complainant, when requested, failed to submit further information, and an investigation by the commission did not substantiate the charges made. Held, that the commission, having no reason to believe that the party complained of has been or is using the alleged unfair method of competition, will not proceed further.

You will note that the Commission did not rule that the scheme complained of was illegal. Personally, I don't think it is. I know of no legal reason why a packer of clams should not cut his own throat, if he wants to, but however, we are without a decision on the point because the Commission found that the thing wasn't being done. The reason I cite the case is to show how far the pendulum has swung to the other extreme. Instead of the practical lawlessness of the old days, we now have squeals from business houses when almost anything is done that pinches them a bit.

"What a change has come over the spirit of our dream!" Twenty-five years ago, or thirty-five anyway, business could almost be called lawless. I don't mean that there weren't laws against fraud and dishonesty. There were, just as there are now, but all of the tricks and devices included in the idea that "business is business," were freely practiced even if they ruined a competitor.

A Good Change, But —

The fixed retail price business takes a peculiar slant in the sale of certain kinds of dry goods, particularly underwear. Every general storekeeper knows about this. They have fixed retail prices for the sale of underwear, in somewhat the same way as they have fixed retail prices in the sale of tea or coffee. Every merchant handling underwear has a 50-cent line, and a 75-cent line and perhaps a dollar line. He does not advance his prices with the market, but if the wholesale prices advance, he will usually buy a poorer garment to sell for 50 cents than he bought before. How this works out is interestingly revealed by the following letter, which was written by a manufacturer:—

Where Fixed Retail Prices Don't Work.

> Last season we made what was known as a 50-cent boys' ribbed union suit, that is, that sold at the retail store for 50 cents. Owing to cotton and cotton yarns, and, in fact, everything that went in to make up this garment being cheap last year, we could deliver a very fair garment that retailed for that price.
>
> But when we started out with our new line last fall we found owing to the increase in everything that went in to make up this garment we could not make that 50-cent garment without cutting the garment to meet the price and we thought it made the garment so poor that we did not want to make such a garment, therefore we discontinued making that garment. If that garment could have been retailed for a little more than 50 cents a garment, we could have continued making the garment and kept it up to the same standard as we had it last year, but of course the jobbers would not pay the extra price and there was nothing left for us to do but discontinue our 50-cent boys' ribbed union suit.

Therefore the manufacturers of this kind of merchandise are in favor of the Stevens bill, because it will enable the manufacturer of a trade-marked brand of underwear to say to the retailer, "for this garment you must get at least 60 cents, or 75 cents," or whatever it may be.

There are two sides to this business of fixing a price, which of course is always a popular price, and then giving the best possible value for it. Sixty cents is a popular price for tea. Thousands of consumers have paid 15 cents a quarter pound for years and they would see no reason for disturbing the practice. Therefore the retailer, instead of fluctuating his price with the market, fluctuates his quality with the market. Why isn't that all right? The consumer is still well served and the relations between him and the dealer are not disturbed.

There is of course another side to this: the consumer may complain that the tea he is getting is not as good as it was. To which the retailer has the obvious answer that the market has advanced, and therefore it cannot be as good. It must not be forgotten that the consumer would also complain if the quality was kept unchanged and the price advanced. Which complain harder to meet is a practic tion that I will not unde answer.

Piggish.

According to a commu from a well-known Ba house, p in another some leg which t the interests of grocers and storekeepers is pending i Jersey with some chance of Naturally this affects not o retailer doing business i Jersey but all the manufa and jobbers who ship in State. The bill is similar t which organized druggist introduced in various State latures, and which by their has become a law in Iowa object is to prevent anybod druggist from selling pate household remedies, and a simple household drugs like and washing soda.

For several reasons t should not pass. The first the druggists are not entitled such protection. They have more deeply from other lin any other retailer in business tionery and magazines fro stationer, candy from the tioner, cigars from the toba gifts from various dealer sometimes coffee and such from the grocer. The a large city drug store is to- most like a department store fore they try to stop groce general storekeepers from the simple drugs they sell, druggists give back what the stolen.

The second reason why t should not pass is that there need of it. In one respect I go further than the bill, for I forbid *everybody* from sellin ent medicines. But since that parently not going to be done should their sale be confin druggists? Does it require maceutical training to sell a ration the formula of whi largely secret and which con the store sealed? Can a dru sell such merchandise any safely and satisfactorily th

al storekeeper? The same can id of the simple household like borax and soda. Must take a college course before sell a pound of borax?

oods Business Much in Excess.

hall Field & Co., in their weekly of the dry goods trade, say:—

Current wholesale distribution of dry goods has been much in excess of the corresponding period of a year ago.

Road sales for immediate delivery are in greater volume, and continued heavy buying for fall indicates that merchants are realizing the situation and are getting under cover. More customers have been in the market.

Collections are ahead of the same period last year.

Prices are firm.

would be pleased to have for publication in this column the ideas of our readers upon trade topics, understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not ily for publication. All inquiries within our power to answer will also be noticed in this department.

vel Tea Company's Address.

lesboro, Pa., March 14, 1916.
e Editor.
ar Sir:—Kindly give me the ss of the Jewel Tea Co.
anking you in advance, I am,
Yours very truly,
C. A. DECKER.
e address is Chicago, Ill.

* * *

ufacturers of Paper and Cloth Bags.

lliamsport, Pa.,
March 13, 1916.
ie Editor.
ar Sir:—Would appreciate the s of some reliable manufacturf paper and cloth flour sacks.
anking you in advance, we re-
Very truly,
SIMONS GROCERY CO.

per bags, Huff Paper Co., kla Building, Philadelphia.
)th bags, Philadelphia Bag Co., r and Tasker streets, Philaia; also Empire State Bag Co., ie avenue and Penn street, klyn, N. Y.

* * *

A Cooking Oil.

ontgomery, Ala., Mch. 4, 1916.
he Editor.
ar Sir:—Will you kindly inme of the names of parties may offer a highly refined peum oil for cooking purposes.
Yours very truly,
J. M. McCOOL.

you refer to an oil to use in , or a fuel for cooking food? oleum oil is used for the latter ose only. A very high grade ing oil, in fact the best we v about, is "Goldenoyle," ed by A. C. Nowland & Com-. We understand it is made cottonseed oil. We suggest your sending for their booklet and other advertising matter. They are located at 257 North Front street, Philadelphia.

* * *

The Jobbers' Cash Discount.

Cincinnati, Ohio,
March 15, 1916.

To the Editor.

Dear Sir:—Will you please settle a dispute by stating what discount for cash or payment within ten days is paid to the wholesale grocer.

Yours,
PAUL R. BISSERT.

Generally speaking, the jobber is allowed 2 per cent. for payment within ten days upon the following articles: Baking powder, catsup, etc., cereals and flour, chewing gum, chocolate and cocoa, coffee, fruit jars, etc., gelatine and jelly powder, pickles and olives, lima beans, macaroni, etc., condensed milk, peanut butter, cleaning powders, preserves, salad oil, salt, starch, sugar, syrups and molasses, canned goods (if payment is made on arrival and examination of goods).

* * *

Dangerous Legislation Pending in New Jersey.

Baltimore, Md., March 6, 1916.

To the Editor.

Dear Sir:—We call your attention to New Jersey Assembly Bill No. 432, introduced by Mr. Carroll, and New Jersey Senate Bill No. 201, introduced by Mr. Egan.

Assembly Bill No. 432 has been reported favorably by the committee and read twice. These two bills are alike and practically the same as a bill offered at the last session of the New Jersey Legislature.

They put the general store and grocery trade at the mercy of a Board of Pharmacy which is antag-

"S. & H." Green Stamps
Hamilton COUPONS "The Sperry Magazine"
THE TRIPLE APPEAL

¶ *HOW about doing more business on those "dead days" of the week? Let us show you how to make Wednesday one of your Big Days. The "Sperry" Service, properly applied, will bring more business any day you select.*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

onistic to them. As you doubtless know, pharmacists in convention have passed resolutions instructing their attorneys to draft bills which would prevent anybody but registered pharmacists from any participation in any part of the drug business. These resolutions have been followed by bills offered in the Legislatures of the different States. These bills have always been beaten wherever opposed; in a few States they were slipped through before the general merchant knew it.

There is but one object in all of these pharmacy bills and that is to prevent the general storekeeper from participation in the drug business, or under such drastic regulations as would make it impossible for him to engage in it.

The bills referred to provide that this Board of Pharmacy, which is composed exclusively of pharmacists actively engaged in the practice of their profession, "shall examine into each application for a license to sell drugs and medicines as a licensed storekeeper in drugs; and if in the judgment of the Board applicant is qualified as a proper person * * * and the issuing of such a license supplies a public need and is not a detriment to public health or morals, they shall grant such applicant a license as a licensed storekeeper in drugs. * * * Each license so issued shall set forth the name and character of the articles to be sold under such license."

Why should the general merchant be licensed to sell the ordinary household remedies and patent and proprietary medicines when sold in original packages? What skill or especial intelligence is necessary, or what has the requirement of "morals" to do with the proposition? And why should a hostile Board of Pharmacy, which has no general merchant nor layman upon it, pass upon the question as to whether the sale of drugs at a particular point is "a public need" or not? Why should the question of "public need" enter into it any more than that the Board should decide how many drug stores should be in a neighborhood? And, why should this hostile Board, representing a class whose financial interest it is to see that general merchants shall not handle any drugs be permitted to specify what drugs the merchant should sell?

This kind of a bill slipped through in Iowa, and at this very time the merchants throughout that State are protesting vigorously against it and endeavoring to have it set aside. They are allowed to sell only seven or eight item of which can rightfully be as drugs.

Further on these New bills provide: "If applicant is factory to the Board, etc. license shall be issued." makes the applicant entirely d ent upon the whim of the with or without other reason why a license should or shou be granted him.

The bills go on further t that the licensed storekeeper not sell any drugs or me preparations unless they bea label of a registered pharma a reputable pharmaceutical facturer."

Why the name of a regi pharmacist? Why not the na any manufacturer or pack drugs whether in or out State?

In a certain State where vision such as this was in th the authorities have ruled th name of the pharmacist upo package must be the nam some pharmacist registered i State.

There are many other u unnecessary and drastic prov in the bill.

It could not be amended factorily, and ought to be Immediate action upon your is necessary. Wire or write Senator and Legislator to both of these bills.

Yours very truly,
McCormick &

* * *

Second-Hand Paper Balers

Rosemont, N. J., March 7.
To the Editor.

Dear Sir:—Will you kindly me the names of some manufa ers or dealers in paper balers which I enclose a stamped enve Thanking you in advance.

Very truly yours,
Charles Pla

Davenport Mfg. Co., Daven Iowa; Buckeye Baler Co., Fin Ohio; Ypsilanti Hay Press Ypsilanti, Mich.

Here is a Proposed New Plan of Selling Goods.

It is Intended to Dispense With the Present System of Open Accounts. Buyer is Supposed to Sign an Admission That He Owes for the Goods, and the Seller Takes This and Discounts It at His Bank Like a Note.

Mr. Russell S. Hubbard, an expert banker and credit man, thinks that the present credit system between the wholesaler and retailer, covering the purchase and sale of merchandise, should be changed, and a system which he outlines, and which is in use abroad to some extent, should be substituted.

In the course of an address in Philadelphia during the week, Mr. Hubbard described his new system thus:—

> Suppose you are a grocer and buy several hundred crates of eggs from the man who has raised the hens and knows their history. Instead of sending you the goods and the bill and entering the transaction on the ledger as an open account, the egg producer asks you to send him the bill of lading with something after this import stamped across its face: "Yes, I did get those goods and owe you for them." This latter document is called a trade acceptance, or a domestic bill of exchange.
>
> In a few States the egg man can take this acceptance to his own bank and receive credit for its face value, minus a certain discout. But many banks in this country do not take kindly to this system, claiming that it puts upon their shoulders a certain burden and risk which they are loathe to assume. These banks say: "Well, that man may be good pay and he may not. I can only allow you 50 to 60 per cent. of the value of this until I make an investigation."
>
> I want everybody selling goods to use this "trade acceptance" system. Moreover, I want the Federal Reserve Banks to say (as they can by law, but haven't yet): "Bring on those trade acceptances. We'll discount them at nearly the full value."
>
> The principal difficulty in the matter is not to get the Reserve Bank to accept these bills, but to provide a universal form of trade acceptance, which would be adhered to by all people doing business.

In other words, the plan in a nutshell is, when A sells goods to B, to have B sign some kind of a statement that he has received the goods, admits owing for them and will pay in due course. If B is financially good, which he must be or A would not have trusted him, A can treat the paper B has signed as a sort of note and get it discounted at the bank. It is really not very different, in its essence, from the scheme some trust companies and other concerns are working, of buying accounts receivable from jobbers at their face value less a discount.

We want the "Modern Merchant and Grocery World"—it's well worth the price, brings many a gleam of sunshine into our burdened lives. We consider it the best of its kind.—M. V. N. Braman, North Adams, Mass.

HOWE
"Air-lock" Doors
STOP
Ice Waste

IN store refrigerators, the worst leaks are usually around the **door.** There is where the cold air leaks out and warm air leaks in, causing big ice-bills and spoiled goods.

HOWE REFRIGERATORS have **Double Air-lock Doors,** and we guarantee that they will save you 20 per cent. of ice.

Is your Refrigerator an ice-waster? If so, you can't be too quick in talking with us about an ice **saver.**

HOWE SCALE CO., 508 Market St., Philadelphia

"The Ferris Monthly Chat"

With 30,000 Grocers on the Atlantic Slope

"A SQUARE DEAL IN WEIGHTS!"

This is an up-to-date question. Have you studied the matter of selling Covered Smoked Hams and Bacon at the Net Weight of the Naked Meat? You may be interested in the presentation of the case from our point of view to the Board of Chemistry, Department of Agriculture, Washington. We think you will say it is a common-sense view from the standpoint of Equity, Cleanliness, Health and Convenience.

F. A. Ferris & Company

262, 264, 266, 268, 270 and 272 Mott St.

New York

e Bureau of Chemistry,
Department of Agriculture,
Washington, D. C.

March 6, 1916.

Gentlemen:—We understand that this is the question before you in this Hearing a Ham wrapped in paper (more or less) 'A Package' or is it simply 'A Wrapped "" You, with the wording of the Law before you, and your good sense, will ret truly, and we do not discuss that particular phase of the matter.

THE EFFECT BY AND LARGE OF YOUR DECISION will be felt ry-wide by Curers, Distributors, Consumers, **slightly in their pockets,** more **ir tempers,** most **in their health** and **their ideals of service and its worth.**

Will it be worth while to hear the story of our personal relation to the Cover- Smoked Meats? We have been Leaders along this line and our present position development of a long experience in which we have followed our highest ideals. enior is on the last quarter lap of his fifty-fourth year of business under his own The first twenty-five years were spent in running an ordinary Pork Packing ess, with decent standards for that day; then new light broke in upon us. Me- al Refrigeration had become a practical success for the Slaughter Houses and Vaults, the Refrigerator Cars, the Steamship Chill Rooms, Hotel Larders, etc. rew overboard the General Packing Business and deliberately took up instead ciaities the Curing and Smoking of the Ferris High-grade Hams and Boneless fast Bacon under the motto:—

"Our Constant Aim is to make Them the Finest in the World!"

We believed in the ultimate Preference of enough wise Consumers for excellent iform quality in a valuable Food Product to justify our depending entirely on lect class for our Success in Business. We ventured all on that throw.

ESSENTIALS IN A COVER FOR SMOKED MEATS

Following out our ambition, the necessity for an efficient, economical Covering ery piece of Smoked Meat was at once impressed upon us. We set ourselves devising a Cover. These were the essentials of the problem:—

1. It must be as light as possible in texture.

2. It must be of some material that will not easily soften or rot when permeated by the escaping moisture of the juices of the Meat d. A cotton fabric will not do in the long run. We had to provide a cover that would substantially carry our Meats to the ends of th, as a large part of our Weekly Product is packed for Export Orders.

3. This must not be air tight, or moisture tight, hence all devices for covering a Ham with a daub of glue, etc., and even the parch- apers that are so much in vogue, are not now suitable for this purpose. In the ordinary processes of Nature's protective work, a Fresh d Ham for long is giving off a little moisture from the juices of the Meat and slight emanations of gas. These both must be passed rom the Meat and permitted to evaporate in the outer air, where they will do no further damage. If shut in on the Meat itself, as you e, they tend to aid fermentation, creating ill flavor, and, ultimately, decomposition. Do you see the necessities of the case we had to We found a practically perfect cover in the Scotch Burlap we have used for a quarter of a century. It is a curious thing that there a Jute Weaving Mill in this Country that is able to make this quality of Burlap. You notice how cleanly the thread is woven (i. e., e) and how close the mesh is. This permits the evaporation of the gases and the moisture to which we have referred, but will not he inroads of vermin or defilement by any outside filth. We have to order this woven for us in Scotland.

We also use one sheet of our standard paper, made from Jute Butts. There is not an ounce of wood pulp in it. Curiously eno we sent a Sample Ham to Brazil years ago to have returned to us, using a wood pulp paper. When it came back, after four months, was unwrapped, we found the surface of the Ham covered with a substance resembling black pepper; on bringing the microscope to bear saw there were untold thousands of wood lice. However, their germs could have escaped all the heat and acid treatment of the wood in its formation into paper, we never could understand, but we have had occasion repeatedly to prove this effect from the use of wood paper.

Our Cover we have marked by several Trade Mark Patents. The Series of Blue Stripes woven in, the Blue Tape, bearing our M lic Seal, our Shield Shaped Label, and the name "Ferris" all are protected in this way. This shows you how much we value our protec wrap and how fully we stand by it and claim its benefits for our Consumers. And who pays for it?

The Consumer pays for it as for everything he buys. It's for his benefit. Here he gets his money's worth.

He is not paying something for nothing. He is paying for Decency! Cleanliness! Safety! Health! Worth **your** while? an effective wrap can secure these for **you!**

THE SANITARY NECESSITY OF A COVERING TO THE CONSUMER.

To anyone who investigates the handling of a Naked Smoked Ham or Bacon Flitch from the time it goes out from any Smoke H until it reaches your kitchen, many unpleasant surprises may be revealed. The way of any self-respecting Ham is beset by as many fi in the way of dirt and microbes as ever Dante imagined, and it would be enough to condemn all Smoked Meats on any respectable tab each Housekeeper and her brood knew through what the average piece of Naked Smoked Meat had come. Of this you know enoug appreciate the force of what we say.

Did you ever take note of a Butcher's wagon making its delivery round? A dirty Street—clouds of dust, driving in all the uncov baskets, thousands of particles sticking on the receptive Hams or Bacon Flitches in many a basket. And what makes up that dust clo Street filth, dried spittle, disintegrated manure, germs galore. Appetizing? If it goes into your kitchen, and unwashed, on your plate?

The writer sat in his Dentist's Chair in January. He had just recovered from a Grippe attack and was talking with the Operato to the germs which spread the disease. The Dentist said: "I came in on the train a day or two ago, sitting on the West side. The morn sun shone in on the opposite window. In that seat was a burly man, incessantly sneezing and coughing. I happened to look over, after a lent fit and saw in the bright sunlight a halo of vaporized excretions, extending three feet around his head. That gave me a new and v idea of how Grippe germs were spread. Now, suppose the Driver or Delivery Boy is a Grippe Patient, vaporizing in his sneezing and cou ing uncounted germs over the contents of the basket he brings to your house. Is that appetizing again? You would stand for cov Meats ever after you caught sight of such a scene, would you not? Three or four Winters ago many of the horses in our section w afflicted with Epizootic. Their coughing, sneezing, nose discharges, etc., necessarily pervaded the air about them and smeared the har which the driver handled. Imagine the germ clouds floating back to the wagon and the driver carrying his basket into your kitchen, with infected hands taking out a Naked Bacon Flitch or Ham? Appetizing again? As we have been through all this in personal experience, you wonder we feel it absolutely necessary on sanitary grounds alone, that the Government should insist upon Smoked Meats being secu covered from the Smoke House to the Kitchen? It is disappointing to those who would promote best sanitary conditions that the real t of this Net Weight Movement on the official side has been to prejudice the Consumers against Wrapped Meats as a swindle on them, t decreasing their proportionate sale while it increases the sale of Naked Meats. Is that working for the Sanitary Interests of Consumers?

AN HONEST SERVICE FOR EVERY CONSUMER.

Five or six years ago, when the brilliant but erratic Hon. Clement Driscoll was appointed Commissioner of Weights and Measures Greater New York, he sprung the idea of selling Smoked Meats exclusively by Net Weight. He had a moral impulse back of it, beca he said that some unscrupulous Packers loaded down their Covered Meats with two or three sheets of paper and an unnecessarily heavy co He reported that he found cases where a Ham carried 2 pounds of covering material and he thought this was, on its face, a swindle to Consumer, as indeed it was. Therefore, he jumped to the conclusion that all Covers were swindles and the only way was by law to com the sale of Smoked Meats only at Naked Weight. There were some difficulties in this. The Naked Weight was constantly changing a every Ham was giving off something of its moisture as it hung, week after week, and then the Net Weight could only actually be determi at time of sale to the Consumer by ripping off the cover. Neither the Retail Grocer nor the Consumer, had the facilities to replace the co so that however well the Ham may have been protected up to that time, the New Net Weight Regulations would divest it of protection from Stores to the Home.

We invited Commissioner Driscoll to visit us, showed him our Plant and Processes and went through the whole question of Cove Meat, step by step; he was receptive and appreciative of the situation when we got through, frankly declaring our system was adequate a necessary, but he said hopelessly:—

"What can I do? I cannot say Ferris Hams are all right and may be sold at Covered Weights, for that would be giving individ preference in an offensive way."

"Surely not," said we, "but Mr. Commissioner, suppose you are satisfied that our Cover is necessary on sanitary grounds and that is reasonable. Then take our average weight of Cover, and without referring to 'Ferris' at all, or giving 'Ferris' any advantage, establish certain percentage of weight which covers must not exceed."

"But how about those fellows that are loading 2 pounds on every Ham?"

"Why that is a clear case of fraud. If you have your standard and find such a gross swindle as this, proceed in each case for fraud, b do not embarrass those who are protecting the public and providing the best sanitary conditions for every eater."

This struck the Commissioner as equitable and sensible, but not feasible **for him.** He seemed to feel that the cry of **"N Weights only** for the Consumer" had a ringing sound of justice, which spelled popularity. We have always been a law-abiding fir and we have been honored with the favor and confidence of our various Commissioners, City and State in turn, when they learned our metho and our reasons for following them.

A NEW INVOICE FORM FOR GREATER NEW YORK.

So we proposed to Commissioner Driscoll that if it were necessary, as we had always sold Covered Meat at gross weights, making the rices accordingly, that we should educate our Grocer Patrons to the new order of things by having a dual Invoice. In the first division we hould enter as we had for forty years, count, gross weight and price, extending the amount.

In the second, we should enter in the gross, the tare of the cover, the net weight of Meat when it left us at the correspondingly increased rice, which would extend to match the sum above.

ll Payments must be made directly to the House, either upon our Draft, or by Check to our Order. Our Salesmen do not Collect.

New York, ... 191

M .....

To F. A. FERRIS & COMPANY, Dr.

262, 264, 266, 268, 270 and 272 Mott Street

	Ferris Trade Mark Hams Canvased												
	Medium Weighing		lbs. Gross							@			
50	Assorted	"	**610**	"	"					@ **20**		**122**	
	Pig	"		"	"					@			
	Ferris Trade Mark Boneless Bacon Canvased												
25		Weighing	**113**	lbs. Gross						@ **26**		**29**	**38**
	UNDER NEW RULES DEPARTMENT OF WEIGHTS AND MEASURES											**151**	**38**
	Ferris Trade Mark Hams Canvased												
	Medium Weighing		lbs. Gross			lbs. Tare			lbs. Net	@			
50	Assorted	"	**610**	"	"	**18¾**	"	"	**591¼**	" "	@ **2064**		**122**
	Pig	"		"	"		"	"		" "	@		
	Ferris Trade Mark Boneless Bacon Canvased												
25		Weighing	**113**	lbs. Gross		**7¾** lbs. Tare			**105¼** lbs. Net	@	**2791**	**29**	**38**
												151	**38**

The above is a copy of the dual Invoice of the first order entered under this form five years ago, a delivery to one of the Park & ilford Stores.

Commissioner Driscoll at once gave his approval and we have been favored with the commendation of many Health and Weight uthorities ever since, and yet, as practical men, we put it to you, what nonsense all this has been for the Customer, for the Grocer, and for irselves.

What odds does it make to the State, to the Consumer, to the Dealer or ourselves, whether we sell Hams at Net Weight at a larger rice, or a Covered Ham at Wrapped Weight at a lower price, since the Ham costs the Grocer and in turn the Consumer exactly the same mount to one cent. What practical folly it is! We repeat, what odds does it make whether the Grocer sells a Ferris Wrapped Ham, weighing 2 pounds 8 ounces, at 24 cents, amounting to $3, or 12 pounds and 2 ounces at 24 73/100 cents, amounting to $3.

But we have kept faith with our City Authorities ever since on all Invoices within the limits of Greater New York.

Is there anything better than our first suggestion that the Net Weight Authorities should establish a percentage of fair, cover tare, nd in case of manifest injustice on the part of any Packer, proceed against him for fraud?

JUSTICE FOR HONEST CURERS.

An element of injustice to us is this: that during all these years, while we have been keeping faith with the Department, the large Western Houses have refused to observe the Ordinance, and, although Actions have been begun by our Department of Weights and Measres, these Cases, as you know, can be kept in the Courts indefinitely. In the meantime, the bars are hedged around the Ferris Meats in reater New York, while confessedly they do not need it, and our whole territory is swamped with a flood of Western Meats put out by Packrs who defy such Regulations. You would not stand for that, would you? We have said to the Department repeatedly, "When you can serve l alike and make all alike obey, that will be fair." In the meantime, do not put an erroneous and unnecessary restriction on Ferris Meats hen you are perfectly satisfied that they do not need rebuke or correction, but commendation, as working for the Consumers' health and afety.

A CONFUSION OF TWO SEPARATE FACTS—"Net Weight" and "Natural Evaporation."

Every Ham or Bacon Flitch hung for any length of time before being used, decreases slightly day by day in weight; the water from he Juices of the Meat evaporates. This is a natural process and is in no respect a swindle on the Consumer. The Writer appeared before ur former erratic Chief Executive, Mayor Gaynor, two or three years ago at a hearing on this subject.

Mayor Gaynor spoke of buying a Virginia Ham which had been hanging several months in the Grocery Store and had decreased 2 ounds in its marked weight, so that instead of weighing 20 pounds when he was ready to use it for his favored guests, it only weighed 18

pounds, and with his usual force he dilated on "this 2 pound swindle." I said to him, "Mr. Mayor, you are fond of Smithfield Virginia Suppose in order to have one whenever you wish it to serve at a Dinner to your friends, you buy a half dozen in October and hang th your cellar. You get every ounce you pay for at that time and it does not make any difference to you whether you pay so much per for Wrapped Weights or proportionately more per pound for Net Weight, for you pay the same amount for the lot in either case.

"When these have hung through the Winter the last one has been in your larder for six months and you make the discovery weighs, when you are ready to have it cooked, 2 pounds less than you paid for six months before. Is this a swindle? And against will you proceed? Against the Curer? But he gave you all he charged for when you bought it, and you were satisfied with the price a product. Against His Honor, Mayor Gaynor, in whose home the 'fraudulent shrinkage occurred?' Is the Mayor a Swindler becaus natural process of evaporation has been going on in his larder for six months? When his Cook boils a Smithfield Ham, if he weighs i the process, and he finds it has taken back 2 pounds or more of the water into the Meat, has anybody been swindled?" Or was ther swindle at any point to anybody?

His Honor, the Mayor, did not seem to rise to the occasion with this practical illustration, but is it a hard nut to crack, Gentlen the Commission?

Would the interests of the Consumer be better served if day by day the Grocer reduced the weight of hanging Hams by a fract an ounce, increasing the price correspondingly? So long as the original weight was honestly marked and the price fixed thereon, w gained by lowering the weight a small fraction day by day and increasing the price in the same measure.

INTERSTATE COMMERCE.

As our Meats, going into other States, constitute Interstate Commerce, we do not carry the dual Invoice System, beyond the bo of our own State, but every Burlapped Ham and Bacon Flitch has on it the stencilled tare of the cover, so that the Grocer or Marke may easily conform to any Ordinances that obtain in his own Parish.

We beg to enclose sample of the Ferris Burlap, Jute Butt Paper, hanging Tape, with Cards illustrating our Covered Product, for delivery. We also enclose a little Booklet "Not Advertising but Information." We have circulated Suggestions, Recipes, Explana etc., by the million pages. An informed Housekeeper is a Satisfied Housekeeper, but the work of illy-informed Reformers (A Reformer lots of good horse-sense and honesty), Orators, Club Leaders, etc., with the best intention in the World, have greatly misled the Consum our Country, bringing to pass a condition the very opposite of that which was intended. The leading Distributor of Meats, Vegetables, Ca Goods, etc., in one of our residential towns in New Jersey, near New York, told us shortly ago that the women of M. would not pa price for good Food Products. Why? They had been misled to think adequately covered Meats were all a swindle against them, that G Grocers' Profits were enormous and undeserved, and they must be all the time on the look-out for lower prices. This made them all an prey to the Producers of cheap Foods. We are sure your Honored Bureau will take a wide view of this question and that your influ on Legislation in the future will be to secure an even right of way for Best Goods, prepared under the most Sanitary Conditions, and S ing Nutrition to each of us in its most helpful form.

The Ferris Famous Hams and Boneless Breakfast Bacon

The Brand with "THAT IRRESISTIBLE FLAVOR" which particular housekeepers are seeking and are willing to pay

One more "last word." We print our prices. Invariable! Is not that "A Square Deal"?

Your orders will have our prompt attention

Accept our best wishes, and believe us,

Very sincerely yours,

F. A. Ferris Company

The "FERRIS" DELICIOUS HAMS and BACON

Nos. 262-264-266-268-270-272 Mott Street,
New York City.

The New York Letter

ecedented Condition in Sugar Refining. Premium ssociation Makes Statement Regarding United States rading Stamp Decision. National Trade Association's rgument Against Stevens Bill. Market Summary.

Correspondence of "Modern Merchant Grocery World."

ew York, March 17, 1916.

s said that for the first time ny years all the sugar refiner- the United States are oper- their plants at full capacity. ncludes the Franklin Refinery iladelphia, which has not been ted for over a quarter of a ry. In spite of the large pro- n, prices of refined sugar con- to advance, due entirely to the cedented export demand. At t refiners are making as much as they usually make in sum- me, the period of greatest mption. The war has caused mendous advance in the ex- demand for American sugar. e August, 1914, we sent d only a very small quantity of efined sugar, but during the n weeks of 1916 we sent over 5 tons, which is more than the total exports for the two ars of 1913 and 1912.

* * *

ne of the largest premium in the United States have eadquarters here and, in fact, ational Premium Advertisers' iation has its office in this city. g the week a statement was out by this association over nature of its secretary, S. W. n, discussing the recent deci- f the United States Supreme as to trading stamps and cou- The statement in part is as s:—

e decision of the Supreme apparently sustains fully the ntion of the representatives of States of Washington and da to the effect that anti- ng stamp legislation is a mat- or the State Legislatures to upon, and not the courts. As hether it will, in any way, af- the legal status of the pre- situation in those States e prohibitory legislation has declared unconstitutional is a ion. In other words, quite a er of the States, including York have passed upon this ion in their Supreme Courts have held that the giving of iums was a legitimate exercise he right of an individual to uct his business in a lawful ner. It is virtually a certainty in such States the Supreme t decision can, of course, make hange in the existing legal sit- n. This is so because the deci- sions of the various State courts have proceeded upon an interpretation of the State laws and statutes, and on these matters the decisions of the State courts are final.

As to the effect of the present decision upon the status of premium giving, even in such States as Washington, some of the anti-premium advocates will probably be disappointed. As a matter of fact, under the statute now held to be constitutional in the State of Washington, premium tokens can continue to be given, providing a cash valuation is placed upon them, and the goods are technically purchased for the money value of the coupons or tokens instead of exchanged outright for them. Therefore, the only practical effect of these decisons is that virtually all the premium houses will do as the larger concerns have been doing for some time past—make their tokens redeemable in cash in the first instance—when doing business in a State such as Washington. The effect of the decisions on the companies, therefore, will simply be a matter of adjusting their business to it, as, in fact, many have already done.

A phase of the premium situation which has been lost sight of by the opponents of the system is the benefit which will undoubtedly accrue to certain premium giving concerns as a result of State legislation on the subject. There appears to be no question as to the legality of sending premiums by mail, express or freight. This being purely an interstate proposition, the States cannot interfere in any way. Therefore such companies as are now doing business by mail exclusively, giving premiums with their merchandise, will probably be materially benefitted by an extension of State legislation against the giving of premiums within the State and the selling by retailers of goods carrying premium tokens. As is well known to the grocers particularly, there are large mail order companies doing an enormous business in all kinds of grocery products who use premiums as their main business getters. If it should come about that soap companies, condensed milk companies, etc., should give up the distribution of premiums, very possibly the mail order houses using premiums would find their business greatly increased, to the detriment of the manufacturers, wholesalers and retailers.

Under the circumstances it is quite possible to foresee the time when the retailers will be exerting their efforts in favor of the premium system as conducted by the manufacturers, whose goods they handle, instead of opposing all kinds of premium propositions. In fact, instances could be shown now where retail grocers' associations have given their support to certain premium carrying articles, which they sold, in order to overcome the inroads which mail order houses giving premiums were making upon their business.

The whole question is a much broader one than some people im-

(Continued on page 18.)

Burksbock

NOW ON SALE

Every Thursday, Friday and Saturday during the season

DIRECTIONS

Cut links apart. Cut the casing lengthwise on two sides with the point of a sharp knife. Remove the casing by pulling it from end to end, by which method the meat will not adhere.

Brown a piece of butter in a pan, then fry BURKSBOCK long enough to heat it through, meanwhile gently shaking the pan. Serve hot.

When ordering your Easter Hams and Bacon remember that BURK'S are well trimmed, mild cured and from superior quality hogs

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads, stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Buttcrine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, dis cartons, cuts for circulars and n paper advertising, in the interes Snow Boy Washing Powder, L Naphtha Soap, Lautz Marseilles S and Big Master Soap.

Freihofer Baking Co., Phila phia. Furnishes window displ cut-outs thirty-four inches high advertising Egg Macaroni; also ipe books, shelf slips and general vertising matter.

P. C. Tomson Co., Philadelp Furnishes window and store dis matter, cut-outs, signs, adverti booklets, in the interest of Red Lye.

Swift & Co., Chicago, Ill. F nish large dummy cartons, han and cut-outs for window displ electrotypes for circular and ne paper advertisements, free colo lantern slides, with dealers' names them, in the interest of Wool S Wool Soap Chips (boraxate Pride Soap, Arrow Borax S Swift's Pride Washing Soap, Sw Pride Cleanser. This firm will send free 64-page retail dealers' vertising reference book, contain valuable information, showing sp mens of type faces, telling how lay out ads., correct proofs and il trating the many electrotypes w firm sends as above.

Curtice Bros. Co., Roches N. Y. Furnishes recipe bookl shelf cards, ketchup, meat, jam syrup hangers, soup and ketchup outs, folders for mailing use, elect and picture slides, in the interest Curtice Bros.' various products.

Franco-American Food Co., sey City, N. J. Furnishes large disp cards, 22 x 32; car signs in han shape, car signs in frames, folc and booklets, small display sig electrotypes for newspaper or cir lar work, and will also send ill trated catalogue to a selected list retailer's customers. The above the interest of Franco-Ameri Soups.

Charles W. Young & Co., Ph delphia. Furnish paraffine sig muslin signs, metal signs for c side and inside, car signs in bl and white, gift catalogues, and fr time to time special advertising fe ures. The above in the interest Young's Pearl Borax Soap, Pe Borax Soap Powder, Scouring So Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Ba Creek, Mich., or any of its bra offices, will supply retailers, free cost, with full carton displays interior or window. If desired, company will send its own men arrange these displays. The co pany will also supply retailers, dur the season, with samples of the v ious Postum products.

The Franklin Sugar Refin Co., Philadelphia. Furnishes w dow decorations, booklets and bl ters when their specialty men located so that they can reach dealers' towns. Franklin Car Sugars.

C. F. Sauer Co., Richmond, Will furnish all advertising and c play matter necessary to make good display of Sauer's Flavor Extracts. Retailers sending sho state the purpose for which the a vertising matter is wanted.

Joseph Tetley & Co., Inc., N York City. Furnishes large cut-o for window displays; velveen ins display cards and transparent sig for window or door.

(Continued on page 18.)

The Grocery Markets

Tea.

e tea market has shown no ge during the week except that ns are gradually mounting r, indirectly affecting other teas and Formosas, and also ne extent greens. All low and rate-priced teas are steady to while the better grades are without particular change. consumptive demand for tea od.

Coffee.

change has occurred in coffee market during the All grades of Rio and San- re firm at the advances pre- ly noted. There seems to be of coffee in the world, but a scarcity of ships to bring it Brazil to the markets of this ry. Milds are firm with Bo- and Maracaibos comparative- gh. Java and Mocha un- ed and quiet.

Sugar.

sugar market has continued onward course during the Raws have reached a point 6 cents is in sight for them, hest quotation being about Refined sugar has advanced most refiners are asking 7 nulated. The heavy demand port is the main factor in the t high price. If that should f. the markets in this country almost certainly react. The mptive demand for sugar is

Syrup and Molasses.

cose remains unchanged for week with compound syrup ably active at unchanged Sugar syrup continues very with the demand light. Mo- unchanged and quiet.

Canned Goods.

tomato market has receded hat from the price previously ed, and Maryland 3s in a way f. o. b. are now quoted at cents. The sole cause for this lack of demand. Jobbers are g tomatoes very poorly. The ical position is still as strong ver was. Corn, meaning par- rly Maine style, is perhaps 2½ higher for the week, which 7½ cents from the beginning of the season. Corn is in good shape and fairly active. Peas are unchanged and dull, both spot and future. Apples have gotten a black eye by reason of the extremely low prices at which fresh apples are selling practically all over the United States. California canned goods are steady to firm on the coast. Eastern markets unchanged and quiet. Small Eastern staple canned goods unchanged and dull.

Dried Fruits.

Prunes are considerably unsettled by reason of the embargo placed by England upon imports. On the coast the market is perhaps a half cent lower than it was a short time ago. There are considerable stocks of prunes in the East, having been intended for export, which will now have to be thrown on the market or stored. If they are thrown on the market, prices will undoubtedly decline. Peaches and apricots are unchanged and quiet. Raisins show no change for the week. Thompson seedless are growing very scarce. The consumptive demand for raisins is fair. Currants have shown a sharp advance for the week, due to a jump in Greece. The quotation in New York in a large way in barrels has risen to 11 cents per pound, which is very high. Other dried fruits unchanged.

Beans and Peas.

Pea beans are about unchanged on last week's basis and so are marrows. The demand is fair with markets not overly strong. California limas show an advance of about 10 cents per bushel for the week; demand fair. Green and Scotch peas unchanged.

Butter.

We are having a very active demand for all grades of butter at an advance of from 1 to 2 cents per pound over last week on all grades. Storage butter is about cleaned up and the trade is being supplied mostly with fresh butter. No relief from the present conditions is expected for two or three weeks.

Eggs.

The receipts of eggs are increasing as the season advances and with the very good consumptive demand the market is firm at prices prevailing about the same as a week ago. The quality arriving is average fancy and all eggs meet with ready sale on arrival. The market is firm on the present basis of quotations and there is not likely to be much change in the immediate future.

Cheese.

The cheese market is firm at prices ranging about a quarter cent per pound above a week ago with an increased consumptive demand. The stocks of cheese are lighter than usual owing to considerable cheese being sent abroad. The market is in a healthy condition on the present basis of quotation, and if there is any change it is likely to be a slight advance.

Fish.

Mackerel continues scarce and high with occasional fluctuations, depending upon the disposition of the holders to sell. The demand is light on account of the very high prices. Cod, hake and haddock are unchanged and dull. Domestic sardines are unchanged for the week, price being maintained at the recently reported advance. All imported sardines are scarce and very high.

Provisions.

The consumptive demand for smoked meats is normal for the season. The prices are about a half cent per pound higher than last week. Pure lard and compound are steady with a fair consumptive demand at the recent advance. No change of any consequence in price is expected. Barreled pork is steady at unchanged prices with a light demand. Canned meats and dried beef are unchanged with a seasonable demand.

INDIVIDUAL MARKET REPORTS.

Spices.

The market continues active, the demand being large for many articles in the list. The consumption seems to be greater than ever before and there is also a large export demand to South and Central America.

Pepper.—The situation is generally unchanged. Foreign markets are higher and cables quote higher prices than those prevailing here. Our prices have practically been unchanged during the week, still the market is very firm and the tendency is upward.

Cloves.—Very steady and in good demand. There is a firm tone in all positions.

Pimento (Allspice).—While firm in price, is unchanged during the week.

Mace.—Continues as scarce as ever, and with wider demand.

Nutmegs.—In very limited spot supply. The market is firmer and the tendency is certainly upward.

Gingers.—Fairly steady and in good trade demand. Prices unchanged.

Cassias.—Generally unchanged. Prices firm in all grades. Very high prices are now being quoted for shipment from the Orient.

Tapiocas.—Very much firmer and higher. All grades of tapioca are expected to advance to a high figure.

Paprikas.—Good grades of Spanish are now reported scarce. Prices on other grades are firm.

McCormick & Co.
Baltimore, Md.

Imported Fish Specialties.

The herring market remains unchanged in all particulars. Norway reports a $21 price there for milk and roe herrings, which, of course, is unobtainable here. Just a few small lots of Norway mackerel arrived here, but nothing to speak of. The market here is very much firmer, and at least a dollar per barrel higher from prices quoted last week, and all sizes are very scarce. There is a good demand and present stocks should be cleared very soon.

The imported sardine situation is going from bad to worse. There seems to be no catch in Norway, no catch in France and no catch in Portugal; in fact, it is almost impossible to get supplies even at the high prices which are being asked, subject to pack, at least not at present. There is a real good demand for all kinds of imported sardines, and it is much easier to sell the goods if one has them than to get them.

Strohmeyer & Arpe Co.
New York.

Rice.

The market for the week has been rather quiet, but at the close there is more inquiry, with large sales reported for export from this as well as New Orleans markets. Receipts continue in moderate volume. Values are firmly held, and as new supplies come to hand, they are priced more in accordance with temper and tone of primary markets. On the general line, however, the New York market is, at the moment, a shade under the range of producing sections. We are just in receipt of confirmed advices that an embargo has been declared in Galveston and New Orleans, which undoubtedly will have a stiffening tendency on spot stocks.

At New Orleans the clean rice market is almost panicky. Large shipments going to Porto Rican, Cuban and South American markets, which has had the effect of establishing a very strong, active market and it looks to well-posted

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co.
Membership 6,000 Growers
Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

One of the Best Sellers
¶ From Portland, Maine, to Portland, Oregon,
Fleischmann's Yeast
will be found on sale at the "grocer's."
¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.
¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

authorities as though the entire stock would be consumed before new crop comes on the market.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills report active conditions and their ability to move all offering at full prices. The rough rice market continues strong and it is reported that there is very little rough rice left in farmers' hands. During the next few weeks most of the mills will have to shut down, with very little prospect of being able to start up in the near future.

D. Talmage's Sons Co.
New York and New Orleans.

THE NEW YORK LETTER

(Continued from page 15.)

agine, and when it is brought home to the retailers that they are not just fighting trading stamp propositions which may help some retailers as against others, but are trying to take away from the manufacturers, whose goods they sell, their particular method of fighting mail order competition on premiums, the retailers will hesitate to lend their aid further to the movement.

* * *

The recently organized National Trade Association has sent abroad throughout the United States arguments against the pending Stevens bill, which would give to manufacturers of trade-marked products the right to set the retail price. The argument which the association makes is that the Government should not give to manufacturers the arbitrary right to fix the retail price of their products unless it also investigates the fairness of the prices which the manufacturers should fix. The circular states that the bill prohibits sellers from making any allowance of discount, rebate or commission, but this is a mistake, for the recent amendment to the Stevens bill permits discounts for large quantities. The summary of the National Association's argument is as follows:—

Summary and Conclusion.—At the present time the patent and the trade-mark are the only legalized monopolies, and are limited in time to seventeen years, whereas, under the Stephens Bill, it would give unlimited monopoly, particularly as to duration.

It is an established fact that branded merchandise can be duplicated without a brand at less cost. The bill, through its protection of manufacturers, would increase the manufacture of branded goods, and thus would the consumers have to pay a great deal more for their merchandise.

The provisions against agreements, combinations and understandings between manufacturers will be just as ineffective as are the attempts to prevent the railroads getting together on tariffs, and will lead to endless litigation, injurious to all business.

The bill is entitled, "To Protect the Public Against Dishonest Advertising and False Pretenses in Merchandising," but it might more properly be entitled, "A Bill to Legalize Arbitrary Price Making, Restrict Open Competition, Establish Monopoly and Provide Government Protection of the Same."

* * *

The trade here are much interested in the fact that New York City is beginning to buy her own coffee green and roasting it herself for the various city departments. Already contracts for about 300,000 pounds of Santos have been entered into. Specifications for quality have been entered into by H. M. Foster, Examining Inspector in collaboration with William B. Harris, coffee expert for the United States Government, and Mr. Cottrell, of Reamer, Turner & Co., which will revolutionize the standards for measuring the quality of coffee. I have obtained a full copy of the specifications which some of the trade think may revolutionize the trade methods of buying coffee, and here present it, this particular specification being for Bogota:—

"SPECIFICATION FOR COFFEE, GREEN (BOGOTA).

General.—Bogota coffee shall be coffee grown in the States of Antioquia, Tolima, Gundinamarca or Boyaca of the United States of Columbia. It shall be of good to large bean, good roast, soft, good, body, sweet drinking, of the grade the number of which is *as called for in the schedules,* and equal to the standard sample exhibited by the contract department. From every delivery a sample shall be taken by trier from not less than 10 per cent. of the number of bags delivered, and from such sample combined a sufficient sample shall be taken, and it shall be roasted, ground, brewed and tested in the cup for flavor.

Definition of Grade.—Bogota coffee of the grades enumerated below shall show not more than the number of defects per pound sample as indicated in the following table:—

Grade.	Defects.
No. 1	0
No. 2	6
No. 3	12
No. 4	30
No. 5	60
No. 6	120

Standard Defects.—The standard units of defects shall be one black bean or its equivalent and the equivalents shall be as follows:—

Definition of Defects Equal to One Black Bean.

1 bean ½ black.
2 beans less than ½ black.
4 quakers.
4 immatured beans.
4 badly cured, soft or sour beans.
2 scorched beans.
3 shells.
6 broken beans, sound.
1 large stone equal 3 black beans.
1 large twig equals 2 black beans.
1 large husk.
1 medium sized stone.
1 medium sized twig.
2 small stones.
3 small twigs.
2 small husks.
1 pod.

As applied to stones, twigs and husks, the words "large," "medium" and "small" shall be interpreted to mean larger than, equal to or smaller than an averaged size coffee bean of the kind of coffee specified.

Certificate of Grade.—With each delivery the contractor shall furnish a certificate of grade from a licensed grader of the New York Coffee Exchange, selected by the commissioner of the contracting department.

Importer's Certificate.—With each delivery the contractor shall furnish a certificate certifying the name of the vessel in which the coffee delivered was imported to the port of New York and the date of arrival of such vessel at said port.

Sampling.—Each delivery shall be sampled by a licensed sampler of the trade, selected by the contracting department.

Delivery.—It shall be delivered in the original unbroken packages in closely woven burlap bags containing 135 to 165 pounds net.

Empty bags shall be returned to the contractor, *when so stated in the schedules.* No grass bags shall be accepted.

Payment.—Payments shall be made for the number of pounds net accepted, at the price bid per pound for each grade.

Summarized Market Conditions.

Tea somewhat more active as buyers are coming into the market to replenish stocks. India Ceylons very firm.—Coffee quiet without change for the week, but values in Rio and Santos are unchanged. Milds quiet at ruling prices.—Sugar very firm and high, holders asking 6.02 for raws and refiners quoting 6.90 to 7 cents for granulated. Refiners are at present very reluctant sellers of refined sugar. The cause of the advance is continued heavy export demand.—Cheap salmon developed some strength during the week and holders have practically now advanced their prices to the basis quoted some time ago, being 80 cents in a large way f. o. b. for pinks. Salmon outlook firm.—Canned tomatoes easy and dull. Other canned goods unchanged.—Prunes weaker on account of the English embargo and the market somewhat unsettled. Rai... changed. Currants very l... in light demand. Sharp ad... Greece is affecting the mar... —Provisions somewhat ... There would be a large de... export but it was interfer... by the difficulty of getting ... room.—Wheat has show... slight fluctuation during t... both up and down. No ... change from a week ago. ... in hand-to-mouth demand. ... about unchanged.

THESE MANUFACTURER... GRATUITOUSLY SEND ... ERS ADVERTISING AN... PLAY MATTER.

(Continued from page 16.)

The O. & W. Thum Co., ... Rapids, Mich. Furnishes sho... chandelier cards; also windo... —six pieces, on paper, in ... One show card is sent in ea... of 250 sheets. Tanglefoot Fly...

The Southern Cotton O... 24 Broad street, New York. F... recipe books, cut-outs, windo... parencies, complete window ... envelope stuffers, electros, ... slides showing dealer's nam... other dealer-helps. Wesson ... drift Oil.

Loose-Wiles Biscuit Co., ... Island City, New York. F... cut-out displays, store hangers ... zine advertisement reproducti... boards, sampling lists, and at... blank cuts for retailers' adv...

Buffalo Specialty Co., 375 ... street, Buffalo, N. Y. Furnish... dow trims, newspaper electr... ters and circulars for dealers ... out to their customers. ... Veneer.

William J. Moxley, Inc., ... delphia, Pa., will send to all ... handling their butterine ... trims, cut-outs, empty cartons ... ing picture slides, quarter ... samples and much other mate... use in advertising and exploiti... goods.

The Hill Bros. Co., New ... will supply, advertising Dro... Dates and Cocoanut, frame... signs, date hanger, yellow ... paper, empty date cartons, co... hanger and all material necess... window displays.

The Week's One-Time Ads.

Have you seen Ferris' 4-page ad. yet? Gee whiz, if you can miss that, you've got some cataracts. Do you know these Ferris ads. are a real feature of a paper? There hasn't ever been advertising quite like them before. This week they talk about the campaign to make ham and bacon packers call their goods package goods and put the net weight on the outside. They say, and there's a lot in it, that the whole thing is a waste of time. The packer has got to be paid for casing his hams. What difference is it whether he pays himself by charging the casing in with the price of the ham, or by not charging but charging a higher price ... ham? You can bet he's going ... paid one way or the other, th... ris people say, and so he on... Well, as I say, there seems t... good bit in it. This week's ... really a copy of the argume... the Ferris people sent to Wa... ton at a hearing last week. ... worth reading, but I say ... while you're reading it, don... get, if you're got a high grade ... that your high grade stock ... complete unless it has Ferris ... and Bacon in it. So no mor... from

Jimmy Mani...

ROYAL BAKING POWDER

Absolutely Pure

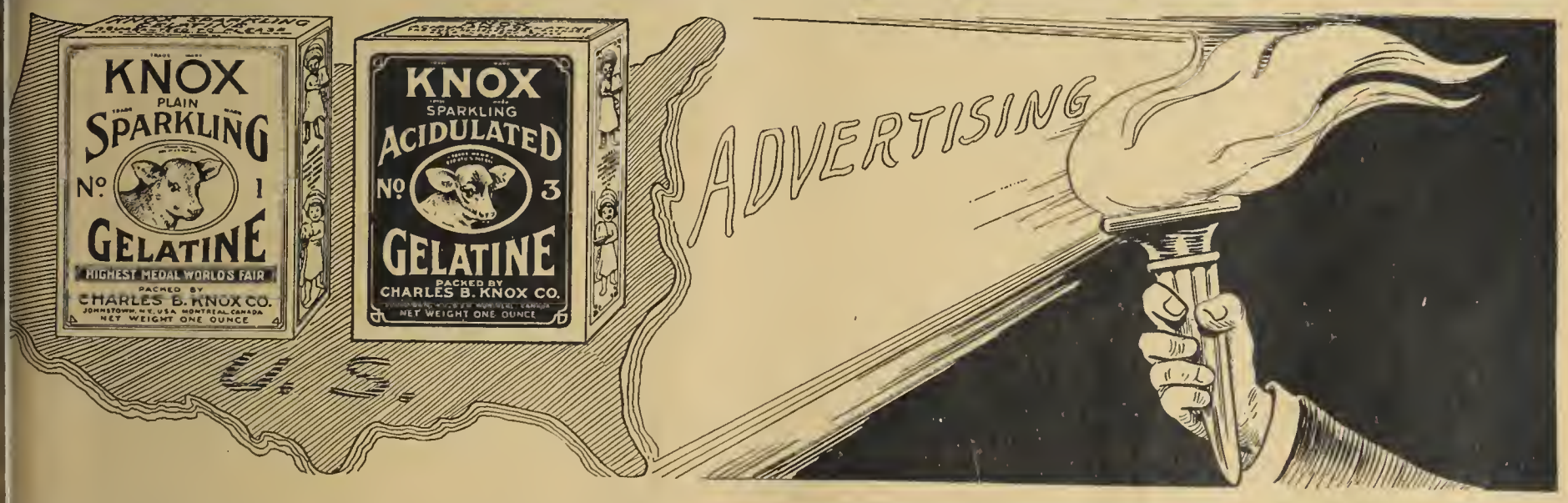
Women know ROYAL BAKING POWDER so well that they'll buy it and buy five or six other articles in the time it would take you to convince them that some other baking powder is as "good as Royal."

Fully Guaranteed

Push the sale of ROYAL BAKING POWDER because it's ***easy to sell*** and ***sure to please*** and pays greater and surer profits than inferior brands.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK



The Torch of Publicity Has Made Knox Gelatine the Best Known in the United States

Wherever people live, in the city or in the country, they know KNOX GELATINE and call for it.

They know the package and we suggest that you display it on your shelves. It means more profit and satisfied customers.

KNOX GELATINE stands for Quantity as well as Quality, because each package makes two quarts of delicious jelly, as well as desserts, puddings, salads, ices, candies, etc.

With little effort you can get the extra profit that KNOX GELATINE gives.

Our new 1916 recipe book is ready. Would like to send you a copy, and if you will send us a list of your best customers we will mail them a copy with your compliments.

"THE BIGGEST SELLING GELATINE IN THE UNITED STATES"

New, attractive display advertising matter that is sure to increase sales will be furnished free on request. Write us

CHARLES B. KNOX COMPANY, Inc. : Johnstown, New York

This is Worth Reading.

Say, it's some job knowing what to do in the way of work, ain't it?

Some fellows I know seem to be plumb sure that they've got into the line that they can do the best, and I guess they have, too, judging by the way they eat it up, but a big bunch of us ain't sure. Even though we're making a living, we ain't sure that we couldn't have made a better one if we'd gone into something else.

Ain't that right? And been more comfortable, too, for a fellow has a heap better time when he's in something that he likes than he is when he's in something that he don't like, or only puts up with because he has to.

Me, I know I ain't in the line I could do the best. What I can do the very best of anything is to be a loafer. That's what I was put on earth to do—to live on my money. And there's only one thing that keeps me from doing it, too. You have one guess what that is.

I know a fellow—he's making a pretty good living being an accountant. You know what that is—it's a sort of high-grade bookkeeper; they get up office systems and all that sort of stuff.

The other day I was talking to him about things in general. He was going on to me about a store that he got into once in a while—telling me how bad the thing was run and the stunts that the owner of it could have put over to make his business better.

Why the ideas that that boy let out were great! What did that mean? It meant that he ought to be in the retail business, that's what it meant! You could tell by the way he talked that that was his line, and he would have been fair wrapped up in that kind of work. Ain't it a shame?

I told him so, too.

"Why old man," I said, "I believe you'd have made good in the retail business. I believe that's where you ought to be!"

"Too late now," he said, "I'd like the work all right and believe I'd have made a success at it, but I'm too old now."

He got into the accounting business because his father was one, and he went in with him. Lots of fellows do that. They go into the line that's ready-made for 'em, because it's the easiest thing to do. And a big bunch of 'em are sorry for it after they wake up, if they do wake up.

I'm thinking right now of another friend of mine who ain't ever made very good at anything he's been in. He's been in blame near everything, and done his best, but he ain't ever been more than a second-grade man.

And the worst of it is that he's an A No. 1 man—for something, if he could only find out what it is.

Maybe he will yet, he's only 45.

First he was a clerk in a retail store. He made an all right clerk—in the $14 class. He did his work all right and was honest and square and all that, but he was only a second-grade man. Fourteen dollars was about his size.

Then he went on the road for a Baltimore wholesale house, and he made out all right there, but only in a small way. I think he got a thousand a year there, and that was all he was worth. He did his best, understand—went on his trips regular and covered 'em and sold some goods, but he never got anywhere. If he'd kept on in that line for fifty years he wouldn't have been making any more at the end of it than he did at the beginning.

Know what I mean?

Then his wife got a little money left to her and she got him off the road and they opened a store. That's the only thing he actually fell down in. He worked like a slave and his wife with him, but they didn't make it go. It didn't fail—they sold out to another man, but they dropped some money.

This last bump was only last fall and he's in the insurance business now and he's making a skinny living out of it, too, but it ain't his line any more than the others were.

What is his line? You can search me, but I know there is one. Here's a photograph of him: He's a fair-looking chap, clean and all right, with a face as honest as the sun and he's a bully talker. He reads a lot and he knows a lot—he can you on any subject. Som there's something that boy with a rush and make a lot fort and money out of.

I don't know whether yo it or not, but there's a bu people in the same boat. I how many fellows ever sat d themselves, when the time c them to pick their work, an themselves up to see what fit into best. Did you? I o didn't. Most people sort into something—the easies for 'em to go into right then the time—oh, more than ain't the thing they can mak in the best.

How we going to stop it? now that I've gave my op expect it'll stop itself.

THE STRO

Enclosed find check fo years' more of your valuabl ice. I highly appreciate the ern Merchant and Grocery and would not do without it.- Jones, Donaldson, Pa.

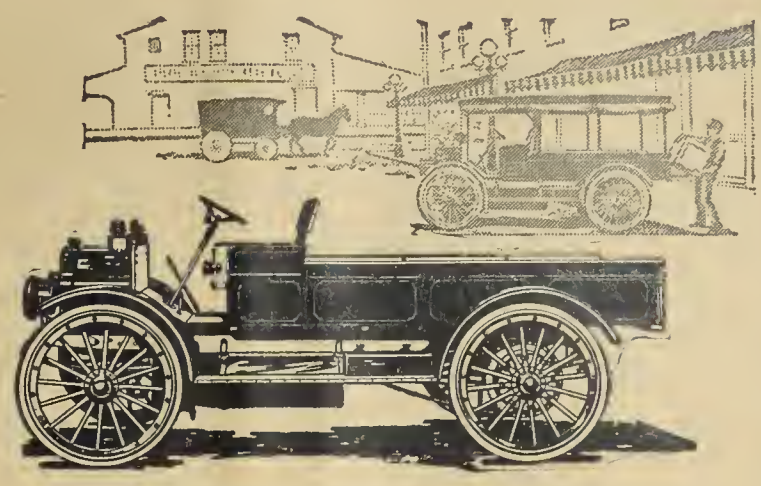
Weekly Window Display Suggestions

Fillings for Sandwiches.

Display these items on a low, large platform covered with white p Front row—Snappy Dutch, club, hand and pineapple cheeses. Second r Dressed chicken, veal loaf, tongue, bologna, boiled ham. In the rear some crisp, fresh celery stalks and several heads of lettuce. Make your on a long strip of paper and lay it along a slant from the platform to bottom of the window.

Are You Leading or Following?

An International Motor Truck will do wonders to keep your business in favor. It will mark you as an enterprising man, reduce to one-third your old time of hauling and delivering, and enable you to please by regularity and promptness. It will save you money over wasteful horse and wagon equipment and facilitate your reaching out to new territory and new customers.



The International means service—and service wins. Drop us a line for full and interesting information about the four popular International models at the new rock bottom prices:—

Model MA, 1000 pounds capacity, $600
Model M, 1000 pounds capacity, $710
Model E, 1500 pounds capacity, $950
Model F, 2000 pounds capacity, $1500

Prices cash f. o. b. Akron, Ohio. Address the

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(Incorporated)
105 Harvester Building **CHICAGO U S A**

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products
The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated
30th and Race Streets, Philadelphia

You can grow

bigger than your business, and make your business grow bigger, too. One way is to courteously recommend the goods of *quality* which you sell.

Fels-Naptha soap, for instance—will do all the makers claim for it: and do it well.

Are your women customers all so informed?

Fels & Co.
PHILADELPHIA

No. 355.—The Federal Trade Commission Has Taken the Stand That Exclusive Selling Agreements Are Legal in the Average Case.

When the Clayton anti-monopoly act was passed, I was asked to express an opinion, and did so through one of these articles, as to whether Section 3 would prevent a jobber from selecting one customer in a town or territory, and refusing to sell anybody else, or selling that one only on some such condition that the customer should not sell competitive goods. Such deals are being made in almost every line today. My judgment was that they were not made illegal by the Clayton act, unless their effect might be to "substantially lessen competition or tend to create a monopoly."

Which would practically never be the case with an ordinary jobber or manufacturer who did not control the market.

Section 3 of the Clayton act is as follows:—

> Sec. 3. That it shall be unlawful for any person engaged in commerce, in the course of such commerce, *to lease or make a sale or contract for sale of goods, wares, merchandise, machinery, supplies or other commodities,* whether patented or unpatented, for use, consumption or resale within the United States or any territory thereof or the District of Columbia, or any insular possession or other place under the jurisdiction of the United States, or fix a price charged therefor, or discount from, or rebate upon such price, on the condition, agreement or understanding that the lessee or purchaser thereof shall not use or deal in the goods, ware, merchandise, machinery, supplies or other commodities of a competitor or competitors of the lessor or seller, where the effect of such lease, sale or contract for sale or such condition, agreement or understanding may be to substantially lessen competition or tend to create a monopoly in any line of commerce.

There was also in the Federal Trade Commission act, passed about the same time, a prohibition against "unfair competition," which some people thought might also be violated by exclusive sales agreements. My judgment was that unless such agreements tended to cause monopoly they would not be considered unfair competition.

The Federal Trade Commission has just sent me copies of several of its rulings upon this precise question, from which I am interested to see that the Commission entirely agrees with me as to exclusive agreements. It appears that several business firms who considered themselves injured because somebody had an exclusive contract with their competitors and refused to sell them, wrote in to the Commission and asked that prosecution be begun. To all of these, up to now, the Commission has replied that exclusive contracts are not unlawful unless they tend to cause monopoly.

From the rulings sent me I have prepared the following brief summaries of a few:—

CASE No. 6.

A manufacturer engaged in interstate commerce, having designated an exclusive dealer in a certain local territory, refused to sell to another dealer within this territory. It further appeared that such exclusive dealer was under no obligation to refrain from dealing in the products of other manufacturers of the same commodity. Held, that neither the Federal Trade Commission Act nor the Clayton Act prohibits manufacturers selling their product exclusively through one dealer in a given territory. A refusal to sell to others in such territory under such circumstances, is, therefore, not unlawful.

CASE No. 9.

A manufacturer of pianos tied up his customers, which were really agents, with a contract to resell only in certain territory; also not to handle any other piano. It was held that this did not violate the law, because the customer was merely the manufacturer's agent.

CASE No. 13.

A manufacturer compelled his customers to sign an agreement providing that if he would agree to give them exclusive sale of his goods in their territory, they would not sell outside of their own territory. It was held that "Section 3 of the Clayton Act does not prohibit manufacturers selling their product exclusively through one dealer in a given territory and requiring the dealer not to sell their product outside of the territory assigned."

CASE No. 14.

A mail order dealer complained because a number of manufacturers refused to sell him, their reason being that they sold only one retailer in a territory, and selling a mail order house, which would sell everywhere, would interfere with this arrangement. It was held that as it did not appear that the manufacturers had entered into any agreement not to sell the mail order house, the plan was not in violation of the law.

CASE No. 15.

This involved the cases of seve manufacturers, all of whom w complained of because they pointed exclusive distributors various places and refused to s anybody else. It was held t "neither the Clayton Act nor Federal Trade Commission prohibits manufacturers establish exclusive agencies, or assigning clusive territory to dealers."

CASE No. 20.

A manufacturer engaged in terstate commerce assigned exc sive territory to jobbers of product in various States and fused to sell to the applicant, a co peting jobber. Held, that the F eral Trade Commission Act and t Clayton Act do not prohibit mar facturers selling their product e clusively through one dealer in given territory. A refusal to sell others in such territory under su circumstances is therefore not lawful.

There were several other cas the same sort, which would s to settle the question; that is, settle one part of the question— right to appoint exclusive distr tors and to refuse to sell any oth

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Start Something.—The way to be somebody in a store is to start something. Not long since a fellow said, "I'm going to increase my sale in print butterine 100 pounds a week." He told it all over the store. He told the office people, the porters, the errand boys. The most important of all he told customers. Got out among the cheaper restaurant trade and "got" them.

He *exceeded* his hundred pounds.

If that can be done with butterine, an article that still carries with it an amount of prejudice, what can be done with a recognized staple, say, cheese, macaroni, asparagus or pork and beans.

* * *

We'll take the last one—pork and beans. There are many excellent brands packed in No. 3 cans that sell for 12 cents. Do you mean to say you can't sell a hundred of these in a week if you try?

You can if you "try" in the right way and in the right spirit.

Comparisons must be made so as to demonstrate your argument. You have the No. 1 can to work on that sells for 10 cents and the No. 2 that sells for 15 cents—good goods, none better. Nationally advertised into the bargain.

But your big No. 3 cans at 12 cents (or 10 cents if you want to do the thing up in style) has quality, too, and can be so proven by the people who know beans.

Much as the big advertisers assis disposing of our goods, it isn't q fair to allow them to do all the publi work. It comes high—quite high to party of the first part and the party the third part.

So face-to-face advertising is up to y

It's up to you to know when to gin, when to stop and what to say tween these two points. Whatever do, never knock another brand, esp ially if it's a standard one.

Just compare sizes and prices, but ways be in a position to guarantee q ity.

* * *

Constantly starting something and c rying it through gives a fellow a of confidence. Haven't you often ex rienced after leaving the store at n a sense of unusual achievement wh you did a thing well? Haven't y gone home with a lighter step, a brigh outlook and a more cheerful heart wh you—you yourself, started somethin

Why is it that this spirit is not d inant every night? It's because y slack up and then keep slacking t whereas if you held a tight grip of t rein and kept up a steady, wholeso advancing trot, the light step and t bright outlook and the cheerful he would become a fixed habit.

Not one of us can stand still and ke earning our salary. We must simp push ahead, knowing and realizing th "Unto him that hath shall be given."

e other phase of the question, whether it is lawful for a er to contract with his buyer not ell any other goods, has not yet n decided, for no case involving as yet been brought before the mission.

(Copyright, March, 1916, by Elton J. Buckley.)

—

Question: * * *, Pa.—I intend to rtly do some building and would to know the proper manner of tecting myself with contractor. at I mean is in case he would pay debts on work or any one uld get killed or hurt. Is there way in which I would be liable e would default, or how could rotect myself?

nswer.—You cannot protect rself properly here without an -clad written contract, and that tract should by all means be wn by a lawyer. No layman do it unless he has had long ex- ence in building and knows t points to watch. Even then ould be risky.

he points to watch in your case first mechanics' liens. If your der employs sub-contractors to him, and doesn't pay them, can file a lien against your ding unless the contractor has ed a contract that no liens uld be filed and that contract has recorded in your County Re- ier of Deeds' office. You need rotection against anybody being d on the job, for you would not esponsible under all ordinary ditions. The contractor or the -contractor, as the case might be, uld be responsible.

ll your risks can be guarded nst by the right kind of a con- t, and I say again that only a yer can draw it. Don't think the cheapest lawyer you can can draw such a contract as l as anybody. Get the best law- available; it may save you thou- ds of dollars.

—

Question: W. H. Reynolds & , Valatie, N. Y.—We have an ount against a customer who re- s in New Jersey for groceries chased while at their summer e here. He owns this place e.

How shall we start to collect? r attorney adviscs us that the ts will be excessive unless we can rt suit against him in this State. do this it will be necessary for to wait until such time as he is New York State in order to serve necessary papers. Can you give any information?

Answer.—If your customer is a n-resident of New York, you can either issue foreign attachment against his placc in your State or wait till he comes back and sue him personally. Either of these would be preferable to suing in New Jersey. He will have to pay all court costs.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Pennsylvania News Items.

An ordinance now before City Council of Pittsburgh, Pa., providing that all persons who sell meat must pay a special license fee of $5 is branded unjust by the Retail Grocers' Protective Union in a communication to the city lawmakers, which says the fee would work a hardship on the small grocers and would have no effect whatever on the dealers who sell bad meat. It is pointed out that there are approximately 2,500 grocers in Pittsburgh, and of this number 85 per cent. sell a little smoked meat such as bacon and boiled ham. They say that it has always been the practice of grocers to handle smoked meat, and that it is generally considered a part of their regular line. Their meat profits, it is asserted, would not justify them in paying this new fee. The sale of even smoked meats from grocery stores is said to be very small, and not over 5 per cent. of the grocers in Pittsburgh handle any fresh meat. The Grocers' Union says the new fee would drive the smaller grocers, many of whom are widows supporting families, out of business, while such a law would impel the larger dealers who now handle a little smoked meat, to sell fresh meats as well. It is declared that such an ordinance, carrying thc same special fee, was found to be unconstitutional in a test case at Allcntown, Pa., and the dealcrs there wcre exempted from paying the additional tax.

Women Boycott Sugar.

The National Housewives' Co-operative League at a meeting in Cincinnati during the week declared a boycott on sugar and sent out communications to all branches of the league as well as to other women's societies urging co-operation in this movement. The league asserts that housewives use 90 per cent. of the sugar consumed in the United States and objects to the high price that they now have to pay.

—

Enclosed find check for two years' subscription. I have been a clerk for thirty-two years and in business for myself eleven years. I don't know it all yet. If my clerks would only read it I would be willing to pay twice the amount for it. Am a little behind time sending subscription, but I guess it will come in handy anyhow. Tell Jimmy he has more than bugs in his head.—A. T. Jenkins, St. Clair, Pa.

The Quality Index

A STORE that sells high-grade merchandise fairly radiates an atmosphere of quality.

The real quality index is the confidence of the customers of the store. That confidence is born of the effort of the owner himself—an effort and intent to sell only goods that will give entire satisfaction to *every customer every time.*

The grocer who sells the products of National Biscuit Company secures for his store the buyer's confidence in his goods that could be had in no other way.

NATIONAL BISCUIT COMPANY

Our Eyesight Is Good

for we can see a good year for you if you will let us furnish you with our

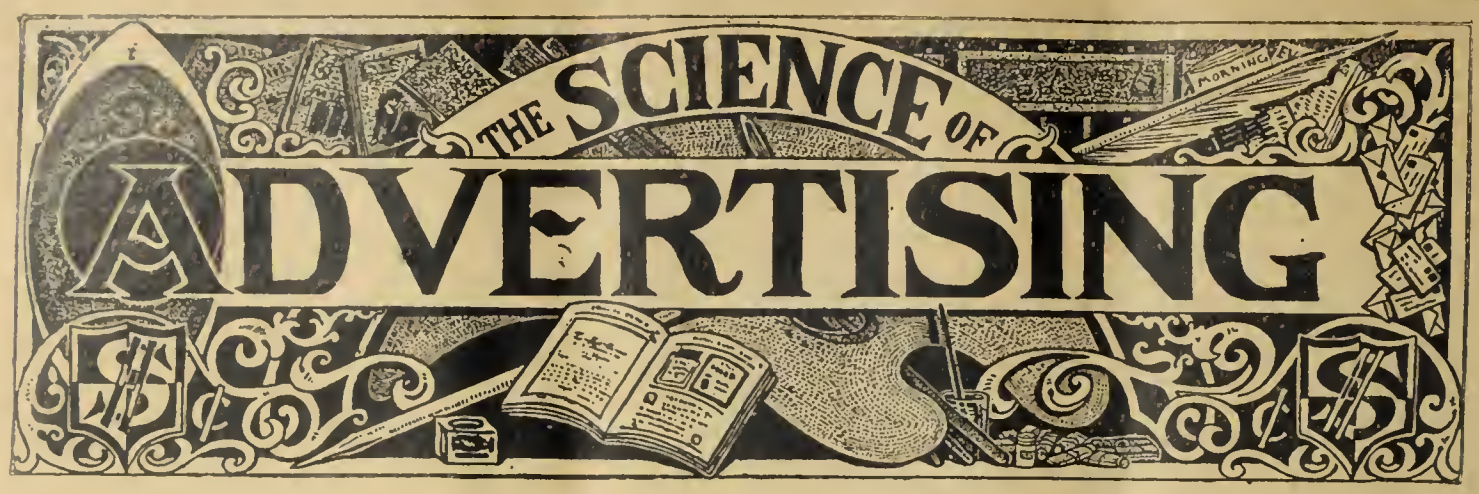
INDEXED COUPON BOOKS

Cut out bookkeeping—losses from forgotten charges—disputes—overrunniug credits, etc. Increase your cash customers—control your credit ones. Will get you the cash. Best and most convenient made. Saves time, labor and trouble. Inexpeusive. F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE. NO OBLIGATIONS. ASK FOR THEM

J. P. FORBES, Forbes Building, Coshocton, Ohio



Altoona, Pa., March 4, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find our price list issued March 3, 1916. Kindly give me through your valued department your objections and corrections, whereby we in the past have profited by.

Thanking you until better paid, we remain,

Yours truly,
H. S. GROVE.

The advertisement enclosed was printed on a green card and measured 7 x 11 inches. It was printed on both sides, the same class of matter being on both. I suppose the main side is this:—

Quality -- Quantity -- Service -- Price

Quality is our aim. We will tell you the contents of our products. We are not backward about it. Quantity the amount you get, not what you expect, but WHAT YOU REALLY GET. Service—Courteous treatment at all times. Prompt delivery, Fair and Square Dealing to all. We know one customer's money is as good as another's. NO PREMIUM TRADING STAMPS or book accounts added to cost of our Groceries or they could not be sold at our regular low prices. Price—Our groceries are priced as low as the quality will permit consistent with good business operation. We do not misrepresent anything and would rather lose a sale than tell you anything not true about our goods.

PURE BUCKWHEAT FLOUR The Old Fashioned Kind, Special 10 lb Sack ....31 Cents

PINEAPPLE	PEANUT BUTTER	CALIFORNIA PEACHES
Hunt's staple quality, in No. 2 cans. A Hawaiian product far superior to eastern pack. Eyeless and coreless, excellent flavor and guaranteed to contain nothing but ripe fruit and pure sugar syrup. Superior to chunks or tidbits and costs you no more. Very special at 2 Cans for 25c	Armee brand. A large jar containing 27 oz. of extra quality smooth Peanut Butter, made of No. 1 nuts only. It is the largest jar of P-Nut Butter we have ever had and do not believe you can buy same quality, loose or otherwise, at our price. Think of it—nearly 2 lbs at 25c a Jar	Ore Brand. Not choice; not standard, but extra standard Fancy California Fruit in large sanitary cans, brim full of ripe, peeled, delicious Peaches (sliced or in halves) in extra heavy syrup, guaranteed to please anybody and lower in price than you will obtain same later on. Special one week only, 2 Cans for 29c

A Light Broom. Well Made of Fair Broom Corn. Three Sewed ...Special at 23 Cents

Pure Apple Cider Vinegar	SANTOS COFFEE	SAUER KRAUT
A home-made product. Pure goods and the best we know of, made in this part of the state. Others could be as good but we have never seen it. We have the quality. We have the price. Per ½ gal., 11c	A fancy Santos Coffee bought on its drinking qualities. Fancy cup quality, fresh roasted as we need it and bought before the advance in Coffee. We may have to raise the price later, but the Coffee will be of the same quality 5 lbs., 83c	In No. 3 sanitary cans. A can brim full of well-made, tender fine cut cooked Sauer Kraut. Requires no cooking—just heat and serve. Will give satisfaction and we believe lower in price than you can obtain same quality elsewhere large cans 4 for 29c

CHOICE SANTOS COFFEE IT'S SANTOS—NOT RIO SIX POUNDS, 89 CENTS

FANCY SEEDED RAISINS	INSTANTEANOUS TAPIOCA	MATCHES
G. & S. Brand. We say Fancy. Do not think they are same as choice. Much larger, meatier, better flavored fruit than choice grade. We have fancy and choice at lower prices than you'll find elsewhere. These are regular size packages, 15 to 16 oz., which is 3 to 4 oz. heavier than some are advertising 3 for 25c goods of home quality. We have priced these special for a limited time only. Choice Package 10c Fancy Package 11c	A Tapioca not so well known in this section as in the eastern part of the state. We have tried it and find it a high grade product. As the Minute Tapioca has advanced in price so as to take it out of the 10c line we have added this one in its place. We guarantee it to easily prepared, very nutritious and non-irritating. A most excellent food for babies, being recommended by highest medical authority. This one is at the price of 10c	No doubt you have learned or heard of the recent advance in Matches of 50c to $1.00 per gross. We have sold good matches at 3 boxes for 10c since we have been in business, but to buy a good grade and sell them at that price is impossible at present wholesale prices. We have the Bellefonte match, which is of good quality, and offer it for a limited time at 3 Boxes 11c Dozen 44c

GALVANIZED WASH TUBS, are made of Heavy Galvanized Steel, Very Special, 49c

GROVE'S CASH GROCERY

17 Washington Ave., Bell Phone 2320

I do not like this introduction or the heading. There is nothing new or novel in it; it is simply the usual thing that merchants say about their stores. I don't believe that consumers pay the slightest attention to such claims any more. I should waste very little time or space on introductions; people are always in more or less of a hurry when they read advertisements, and they want to get at the meat of what you have to say. In other words, they don't want to hear any unnecessary talk.

* * *

The text of this advertisement, by which I mean the paragraphs, is distinctly good. It is the kind of advertising which I always consider particularly strong, and which I know will bring results if properly circulated. Advertising like this is real salesmanship in my judgment. It is akin to the talk of a good store salesman, showing goods and talking to a customer in the store. And this illustration of what advertising is supposed to be and do shows the weakness of long introductions. Can you imagine yourself or your clerks telling a customer all this that appears in your introduction? It would sound like a speech. You might make a remark or two about your prices or your service, but you would let it go at that. I don't believe in saying anything in an advertisement which you would not feel like saying, in the course of selling, to a customer in the store.

* * *

This matter is well written and is good selling talk. If I had gotten this circular up I would have sent it out with perfect confidence that I would hear from it with orders. The appearance would have been much improved, however, if the card had been about an inch larger all around. It is too small for the amount of type on it and looks skimpy. I have an impulse desire, whenever I see a person doing an absolutely fool thing like this, to take the next train out of his town and administer a swift kick where it would do the most good.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Institute of Science of Advertising. They will be taken up in strict rotation.

Why a Manufacturer Should Be Permitted to Fix the Retail Price of His Product

Views of Various Believers in This Doctrine Who Offer Them as Arguments for the Pending Stevens Bill.

[The "Modern Merchant and Grocery World" has obtained and will from time to time present a series of statements by various well known persons who believe that the manufacturer should have the right to tell the retailer what price he must get for the manufacturer's product. All of the views which will be presented can be taken as arguments for the pending Stevens Bill, which seeks to give a manufacturer that right.—ED.]

No. 16.—By E. O. Snyder, Grocer, 1223 East Maine St., Columbus, O.

Mr. Snyder.—Mr. Chairman and gentlemen of the committee, I wish to thank you for the privilege of appearing before your committee and to speak in favor of the Stevens bill, known as H. R. 13,305, relative to the standardization of prices on trade-marked and patented articles. The small retailers are handicapped to-day by the methods of advertising and unfair principles of retailing by the chain store, department store and catalogue house. The resort to such methods to attract trade as bargain sales always taking goods that are nationally known and advertised and upon which the public get all that their money can buy, and also show the retailer a fair and reasonable profit, they in turn will advertise these goods at cost and below to attract trade, and then at the same time compel the customer to buy so much of other merchandise that is not known to them or may have an inferior quality which will give the merchant enough profit to make up the amount lost in the sale of the special cost price of these few well known brands. This in turn not only injures the manufacturer and retailer, but the consumer as well. The purchaser has not saved a penny by the transaction. She has lost money. She invariably buys more than she needs, just because it seems to be cheap. She often buys goods she does not need, saying that 10, 15 or 25 cents is not much; but, gentlemen, when much figured off of a $2 or $3 bill does mean something. It will lower the cost of living at from 5 to 10 per cent. She will also be compelled in most instances to buy some commodities that she knows nothing about.

She does not know the reputation of all manufacturers—whether or not they pack good goods or whether the factory complies with

ood laws or not, or their fac-
is run on sanitary methods, or
whether the quality is of the
r value. These, gentlemen of
ommittee, are some of the
ns why this bill if made a law
enefit the consumer.
manufacturer accepts this law
ill take advantage of it at his
eril. If he does not give the
mer her money's worth under
rotected resale price he, the
facturer, will be the loser.
etition among manufacturers
as keen as among merchants.
compelled on account of this
tition to treat the public fair.
ust put sufficient quantity and
y in a 10, 15 or 25-cent pack-
at he wishes to dispose of to
nsumer or they will not buy
ither will the retailer sell it.
facturers who won't comply
e advantage of this law will
l the other fellow to give all
are deal, or he will take the
ss away from them.
npetition will then be upon
e, and in that the public will
t. It will give the retailer
wants to make a fair profit
honest living a chance to sell
ods the public wants, and to
him a fair profit. The mer-
under this plan will then push
le of such goods that will
him this fair margin of profit
operation with the extensive
ising of the manufacturer.
tion (a) specifically avoids a
poly among manufacturers
will come under this bill by
biting such manufacturers
control the market belonging
s same general class of mer-
lise. Ninety-five per cent. of
en who engage in the retail
ry business fail, and largely
o this kind of competition.
re the second largest employ-
of labor, employing about
,000 people, or about 15,000,-
o 20,000,000 dependent upon
success as retail merchants.
nust make a profit on our
or we can not pay this vast
nt of help, neither can we pay
axes nor keep up our homes.
Government is founded upon a
-making basis. Without it it
not exist. The Government
tains a resale price on its
ps, postal cards and other sup-
Why won't the same theory
to the merchant? We are
nsumers. I do not sell all I
for myself and family. I only
groceries, so that I am forced to buy shoes, hats, furniture, clothing, etc. We are all consumers, the farmer included. He can not produce all he needs, so is forced to buy. He will be benefited by this law in the fact that when he wants to make his purchase he will be getting his money's worth, and that his neighbor can not buy it cheaper than he can. The day has passed with good merchants when the custom of trying to drive a good bargain by pulling the merchant down from his asking price to the lowest possible selling price. Think of the vast number who were not able to make these kind of purchases and who would help to make up the loss of the other fellows. We now are trying to have the common saying of "one price to all" be a reality instead of a misnomer, as is the case with some dealers. Let us stop the bargain sales, fire sales, bankruptcy sales, dissolution sales, etc., of which 95 per cent. are fakes, and put the business of the merchant on a firm basis, so that we can restore confidence and hope in this large number of smaller merchants. Make it possible for the housewife to send her children to all our stores and feel that they can purchase the article needed as cheaply and as well as she could herself. Knowing that you want to be fair to all classes in this matter, I hope you will consider the interests of we merchants. Make it possible for us to compete with these big octopuses who are slowly winding their tentacles around these small merchants and squeezing the life from them. You can readily see what the results will be when we are eliminated. History will prove that. The retailers have remained quiet so long and allowed these unscrupulous dealers to steal our business away, that we hope gentlemen of this committee, that you will pass this bill. I thank you.

YES, IT'S POPULAR
Every one who uses
MAPLEINE
likes it. Its flavor wins it favor.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

GOLD DUST
a steady seller

You don't have to argue for Gold Dust.

It moves from your shelves rapidly because housewives have used it for years — they know exactly how it saves them work in scrubbing floors, washing dishes, and countless other household tasks that were a drudgery until the advent of Gold Dust.

A good stock of Gold Dust means that you won't disappoint any of your best customers.

How is your stock?

THE N.K. FAIRBANK COMPANY
MAKERS
"Let the GOLD DUST TWINS do your work"

KEEPS the CAT OUT of the SUGAR

Your Old Style Counter Is a Thief

It's stealing your money by taking up space that *should be making money for you* every day. Throw the old thing away! Be up to date! *Save* money and *make* money by installing the modern

SHERER PURE FOOD COUNTER

It's a store house—a display window—and a counter all in one. Utilizes space now wasted by your old-time counter. Stores 30 lines within arm's reach. Displays each line behind a clean glass window. Helps you wait on more trade. Increases sales because it displays the goods. Saves waste by keeping out dirt and dust and flies and mice.

40,000 grocers say the Sherer Pure Food Counter is an asset—a money maker—a trade builder. Find out for yourself how to Shererize your store.

Our free booklet No. J tells all—shows how you pay for it out of the money it saves. Write to-day.

SHERER-GILLETT CO.
1707 S. Clark St., Chicago

PATENTED

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews,
Prattsburgh, N. Y.

Offer No. 108.

We offer the following peanut butter:
15 glasses Heinz 10-cent size, at 7 cents per glass.
21 glasses Heinz 15-cent size, at 10 cents per glass.
4 glasses Beech-Nut, 25-cent size, at 17 cents per glass.
25 glasses Beech-Nut, 15-cent size, at 10 cents per glass.
10 glasses Beech-Nut, 10-cent size, at 7 cents per glass.
8 glasses Martha Washington, 5-cent size, at 3 cents per glass.
F. O. B. Lititz.

We make our own peanut butter, therefore we cannot sell any other kind.
Leaman & Leed, Lititz, Pa.

Offer No. 109.

One type "C-A" Westinghouse Motor, one-sixth horse-power, single phase, 110 volt, alternating current, 60 cycles, 2-hour rating; complete with small pulley on motor shaft; large pulley also. Suitable for coffee mill, beef cutter, etc. Can be attached to lamp socket of 660 watt rating. This motor is strictly new, never been used. Cost $25, will sell for $15. E. E. Hudson,
Chestertown, Md.

Offer No. 110.

We offer Lipton's Tea at a bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. Cupp Grocery Co.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. Harry Barsky,
2300 Carson St., Pittsburgh.

Offer No. 112.

One business man's Paper Press, practically new. Have baled about one ton with it. It was made in Wayland, Mich., and cost $24; will sell for $10, F. O. B. McKeesport, Pa., as I have gone out of business.

70 pounds, in one-pound packages, Japan tea siftings. Cost 10 cents; will sell for 7 cents, F. O. B. McKeesport, Pa. W. A. Ride, McKeesport, Pa.

Offer No. 113.

29 packages Nesnah Desserts, a flavors, vanilla, chocolate, ras orange and lemon. Guaranteed Pure Food and Drug Act, June 3 First-class condition; will sell s 5 cents per package of 3½ ozs. ea

90 cakes Cygnet Soap, for toi bath, 5-cent size, at 2½ cents pe

40 one-pound cans of Pearl C 10-cent size, at 5 cents per can.

50 one-pound packages of Pear Soap Powder, 10-cent size, at 5 c package.

If interested in any of the named, address
P. O. Box 46
Fleetwood

Important Notice to those Adv in the Exchange Departme

If the goods advertised do no after four weeks, will the owner notify us, so that the offer may continued? We desire to keep partment as clean and fresh as p and if goods don't move in four they will probably not move at a

WE WANT SALESME

High grade men to call on Groc in connection with Star Egg C riers and Trays, in use to-day 63 per cent. of the grocers of t country. We have openings i few desirable territories, wh offer excellent opportunities to m of ability.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG.
ROCHESTER, N. Y.

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 118 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House Chicago, Ill. (tf)

Raincoats and Specialties.

Cantrell Co., 3 and 5 W. Nineteenth St., New York City.

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 118 Nassau St., New York City.

A Good Business to Go Wrong In

¶ No business on earth offers the same chance of of unfair and unsatisfactory dealings that the fruit and vegetable business offers. Sometimes that is the jobber's fault and sometimes it isn't, but it is just as annoying to the retailer no matter whose fault it is.

¶ You have to be in the ***Fruit and Vegetable*** business a long while, like we have (fifty-five years) before you can feel that you know it well enough to make all the guarantees that we make. Absolute satisfaction and pretty nearly perfect service are two of those guarantees.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per H. S. bbl..... 3 25
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$7 00 $9 00
Regular Jersey, good color, long keepers, per bbl. 5 00 7 00
Regular Jersey, good color, long keepers, per crate 1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $2 75
Extra Fancy, 360s, very fine, per box 2 50
Messina, Extra Fancy, 300s, per box 2 75

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$2 75
150s, per box 3 00
176s, 200s, 216s, per box..... 3 25

Fancy Florida Oranges.

126s, per box $3 00
150s, per box 3 40
176s, 200s, 216s, per box..... 3 75

Extra Fancy Florida Grapefruit.

36s, per box $2 25
46s, per box 2 75
54s, per box 3 00
64s, per box 3 00
80s, per box 3 00

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$12 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

WANT DEPARTMENT

...wers to Want Advertisements inserted in this department may be addressed to the "Modern ...et and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in ... to pay for remailing the same. The price of each insertion is two cents per word in advance.

...TUATION WANTED

...NTED.—Young man, thoroughly ...rienced in all branches of grocery ...ess, understands buying, has good ...ation and can sell goods, would like ...onnect with some good concern, ...esale or retail, at a moderate sal... Address E. M. J., care Grocery ...ld Publication Co., 927 Arch St, ...adelphia. 16

HELP WANTED

...NTED.—Grocers' tea and coffee ...man to handle my line of store ...es on commission. H. F. Heacock, ... Second St., Philadelphia, Pa. 12tf

WANTED

...NTED.—A second-hand electric ... mill, 100 volt, 60 cycle, A. C. mo... same. Address E. Zimmerman & ... Intercourse, Pa. 14

...N TED.—Information regarding ... grocery or meat market for sale. ... particulars to R. G. List, Minne...s, Minn. 11

...OR SALE OR RENT

...USINESS OPPORTUNITIES

...NTED.—To sell interest in mercan... corporation, capitalized at $10,000. ...ill sell controlling interest to right ... Located in good South Carolina ..., with good school. Address Mercantile, care Grocery World Publication Co., 927 Arch St., Philadelphia. 14

FIXTURES.

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

STORES.

FOR SALE OR RENT.—Corner property, twenty-two room double dwelling, with two stores, price $9,000; delivery wagon, $35; single harness, $8. Will rent stores, $15 per month. Address owner, F. A. Adams, Ocean City, N. J. 13

FOR SALE.—An old-established general merchandise business in good furnace town; stock and fixtures at invoice; no charge for good will; three-story brick business block, fronting on trolley line; at reasonable price. Western Maryland and B. & O. Railroads locating yards just below the town. Address Geo. H. Swearinger, Dunbar, Pa. 16

FOR SALE.—Up-to-date grocery store, located at Fourth and Pine Sts., Easton, Pa., formerly conducted by the late William H. Schug. Doing a large business. Open to inspection at any time. Address Harold W. Schug, 723 Washington St., Easton, Pa. 13

FOR SALE.—Grocery store at inventory, no charge for good will. Building at reasonable figure and easy terms. Address E. G. Koegel, Lehighton, Pa. 14

MISCELLANEOUS.

FOR SALE.—Pennsylvania white potatoes, good size and sound stock. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 14

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY. MARCH 20, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	7
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wuod and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Provisions
Lard and Compound, Swift's
City Pure Lard
Compound Lard

DECLINES.

Eggs
Flour

—1—

SUGAR.

	Barrels.
Cut Loaf	7.95
Eagle Tablets	8.80
Crystal Dominoes, 24 5-lb. pkgs	9.80
" 60 2-lb. pkgs	9.80
Patent Cubes	7.30
Confectioners' Lozenge	6.95
Powdered	6.90
Fruit Powdered	6.80
Dessert and Table, 2-lb. cartons, 48 lbs	7.10
Granulated, fine or standard, McCahan	6.80
" " Franklin	6.85
" extra fine, bbls	6.80
" " 2-lb. bags	7.10
" " 5-lb. bags	7.10
" " 10-lb. bags	7.10
" " 25-lb. bags	7.00
" " 100-lb. bags	6.80
" coarse	6.95
Confectioners' Crystal A	6.80
A Confectioners'	6.70
A No. 1	6.65
A No. 2	6.60
Franklin B	6.45
Extra C	6.20
C	6.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.28	-.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 2-lb. boxes		.33

Tetley's, 1, ½ and ¼ lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, Ind and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C, Mixed	.46	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 1-oz tins, doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 1-oz tins, per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 5-lb tins, per tin			1.55
Sunflower, I and C, Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 2 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.25
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13
Caracas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.14½
Santos, Peaberry, extra fancy	.12
Santos, fancy	.11½
Rio, Golden, fancy	.11¼
Rio, prime	.10¼

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.30
Java, fancy, 50-lb. lots	.29¾
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16
Caracas, extra fancy, washed	.20½
Maracaibo, extra fancy	.18
Santos, Peaberry, extra fancy	.15¼
Santos, extra fancy	.15¾
Rio, Golden, extra fancy	.14
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18.10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" lmp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	2 75
" No. 3, 3 doz	5.00
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 6c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Milhen Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per b

JARS AND JAR RUBBER

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 2 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross box	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.	per do

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

n—	
's	.95
I, No. 2	.95
ell's, 16 oz., tomato sauce or Boston	per case 1.90
s, No. 2	1.40
mp's, No. 2	1.40
hank's, No. 2	1.35
s, No 2	1.40
Head, No. 3	1.25
y, No. 1	.55
s—	
rd, New Jersey, No. 3	1.20
Maryland, No. 2	.85
" No. 3	1.15
ans—	
rd, New Jersey, No 2	1.15
Maryland, No. 2	1.20
all, No. 2	1.50
s—	
, New York, No. 2	1.10
cy, New York, No. 2	2.00
New York, No 2	1.50
, Maryland, No. 2	.50
y Beans—	
, New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	.95
rd, New York, No. 2	.90
New York, No. 2	1.00
rd, Maryland, No. 2	.75
Maine, No. 2	1.25
Maine, No. 2	1.25
eg, No. 2	.85
grain, No. 2	.75
rd, New York, No. 2	1.15
New York, No. 2	1.50
ifted, New York, No. 2	2.00
rd, Southern, No. 2	.75
Southern, No. 2	1.00
ifted, Southern, No. 2	1.40
n, Indiana, No. 2	.75
Indiana, No. 2	1.00
ifted, Indiana, No. 2	1.40
rd, Wisconsin, No. 2	1.10
Wisconsin, No. 2	1.40
ifted, Wisconsin, No. 2	2.00
rd, New York, No. 2	
" No. 3	1.25
New Jersey, No. 2	
" No. 3	1.10
—	
rd, New York, No. 2	1.00
New York, No. 2	1.25
rd, Maryland, No. 2	.90
Michigan, No. 2	1.20
No. 2½	2.00
, No. 2½	2.20
No. 2½	2.50
o. 1	2.25
d, New York, No. 3	1.00
New Jersey, No. 3	.85
, Maryland, No. 3	.95
—	
d, New York, No. 3	.80
Maryland, No. 3	.75

alifornia Canned Fruit.

o. 3	2.75
o. 2½	2.10
tandard, No. 2½	1.75
rd, No. 2½	1.50
Pears—	
No. 3	
No. 2½	2.50
Standard, No. 2½	2.30
, No. 2½	2.15
herries—	
No. 3	
. 2½	2.90
Standard, No. 2½	2.50
rd, No. 2½	2.25
Lemon Cling, Sliced—	
No. 3	2.95
No. 2½	2.00
Standard, No. 2½	1.75
rd, No. 2½	1.50
Lemon Cling—	
No. 3	2.95
No. 2½	2.00
Standard, No. 2½	1.75
d, No. 2½	1.45
Yellow Crawford—	
No. 3	2.80
No. 2½	2.00
ndard, No. 2½	1.70
d, No. 2½	1.40

Eastern Canned Fruits.

ork State, No. 3	.90
" No. 10	2.75
ries—	
pp, No. 2	1.35
r, No. 2	
—	
Wax, light syrup, No. 2	1.35
heavy syrup, No. 2	1.50
—	
No. 3	1.35
s, No. 3	1.15
3	.85
t, Extra Standard, No. 2½	2.00
syrup, No. 3	
water, No. 3	
syrup, No. 2½	1.25
syrup, No. 2½	1.00
ies—	
, in water, No. 2	1.40
ries—	
preserved, No. 2	1.80
ved, No. 2	1.60
er, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.	1.50
" No. ½, flat, 4 doz.	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s.	15.00
" Soused, ½s, oval, 100s.	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s.	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.	15 00
Oysters—	
Boyer's, No. 1, 2 doz.	.85
" No. 2, 2 doz.	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s.	
" Boneless, ½s, oval, 100s.	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s.	15 00
" Cod, 1-lb. round tins, 100s.	24 00
" " high oval tins, 100s.	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.	12.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s.	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100.	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s. 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35
Libby's—	
Compressed, No. 1, key, 2 doz.	2.40
" No. 2, key, 1 doz.	4.65

—7—

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz.	1.85
" " large, 1 doz.	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.	.90
" No. 1, 2 doz.	1.85
" No. 2, 1 doz.	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	1.95
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.35
" No. 2, 1 doz.	9.15
" No. 2½, 1 doz.	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.40
Tongue, No. ¼, 2 doz	1.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Devlied—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s.	30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz.	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz.	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz.	6.30
Turkey, No. ½, 2 doz.	
" No. 1, 1 or 2 doz.	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

SOUPS.

The Franco-American Food Co.—	Per doz.
Readymaid Concentrated Soups—	
Twelve varieties, 10½ oz., 4 doz.	.90

—8—

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 1s, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb.
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb.....per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs.	.29
" ¼ lb., 12 lbs.	.29
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.26
German's, sweet, 12 lbs.	.20
Auto, sweet, 6 lbs.	.33
Cocoa, ¼-lb. cans, 12 lbs.	.34
" ½-lb. cans, 6 lbs.	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ¼-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Croft's Cocoa and Chocolate—	
Swiss Milk Cocoa, ½-lb. glass jars	.40
Cocoa, ½-lb. tins	.29
" ¼-lb. tins	.30
" ⅛-lb. tins	.33
" 6 5-lb. cans	.30
Baking Chocolate, ¼s	.29
" ½s	.28
Swiss Milk Chocolate, 48 5c. cakes	1.50
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz.	1.88
" ½-lb. tins, 2 doz.	3.50
" 1-lb. tins, 1 doz.	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅕-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ⅛s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ⅛-lb. pkgs.	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ⅛-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ⅛-lb. pkgs.	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	.50	.50

Bensdorp's Cbocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—

	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—

	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—

	Per lb.
No. 300, unsweetened, ⅛ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—

	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—

	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.40⅛	¼ lb.	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64⅛
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94⅛	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
12 "	2.59	12 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61⅛	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.53
20x30, "	1.00
24x36, "	1.32

Butter, Parchment—

	Per pkg.
8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet—

	Per case
Extra quality, 100 rolls	6.00
Good " 200 "	5.25

Butter, Wax—

	Per pkg.
9x18, about 480 sheets	.15¼

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.38	.29
½ "	10M	.46	.34
1 "	8M	.60	.46
2 "	6M	.70	.59
3 "	5M	.94	.71
4 "	4M	1.17	.89
5 "	3M	1.34	1.03
6 "	3M	1.66	1.24
8 "	2M	1.92	1.45
10 "	2M	2.20	1.65
12 "	2M	2.56	1.95
14 "	1M	3.25	2.44
16 "	1M	3.47	2.64
20 "	1M	3.91	2.94
25 "	1M	4 30	3.46

Flour Sacks, satchel bottom—

Majestic Ex Heavy	Plain per 100
12¼ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 8, Manilla light weight—

	Per lb.
12 lb rolls	.03
15 "	.03
18 "	.03
20 "	.03
24 "	.03

—10—

Silk Fibre, No. 1—

9 in. rolls	.03¼
12 "	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼
30 "	.03¼

Paper Towels—

25 rolls, 150 towels each, with holder and basket	per case	4.25
25 roll lots	"	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 8 dos	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 dos	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 dos	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 dos	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per dos.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Conoecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09¼
Oyster Crackers	.09	.09¼
Wine Scroll	.11	.11¼
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discouot will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

—11—

Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 dos.	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 dos	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf, .38	less	.39
Sap Sago, 3 to lb	cask, per lb.	
" less than cask,	"	.29
Roquefort	12 in case, "	
" less than case,	"	.53
Parmesan, about 30 lbs	loaf, "	.38
" less than loaf,	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 10-oz. bottles	per doz.	2.25
Parmesan, grated, ready for use, small bottles	per dos.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	.32
" " less than loaf		.33
" square loaves, No. 1, about 65 lbs. each	per lb.	.28
Limburger, No. 1	box and ½ box	.19½
" " less than ½ box		.21
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
Englisb Dairy	"	.22½
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per dos.
Dinner size, 1 dos	4.50
Lunch size, 2 dos	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

		Less.
Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight, per lb.		
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	
" (Diamond S.)	.26	
" (G. A. P.)		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per dos.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	8.00
Pigs' Feet, 10-lb. palls	per pail 1.05
" 5-gal. kegs	per keg 3.25
Russian Sardines	"
" 5-lb. palls	per pail .75
" 10-lb. palls	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

—12—

Marinirte Herring, imported, about 40 in	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfisb, dry	pe
Matjes Herring	

Bismarck Herring.

Round tins, with key, pint	per
" " quart	pe
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 6-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins,	

Russian Sardines.

Imported, Wallkoff brand	per
" 5-lb. pails	per
" 10-lb. pails	
Cut Spiced, 10-lb. pails	
" 5-gal. keg	per
Russian, in glass jars	per

Norway Anchovies.

Fancy, keg	
" ⅛ keg	
" ¼ keg	
" ⅓ keg	per
Original package	per ⅓
Repacked, 5-lb. pails	per
" 10-lb. pails	
" 5-gal. kegs	per
" ½-lb. flat tins	per
" ½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per
Repacked, kegs, about 8 lbs	per
" pint jars	per
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regu

60-gal. casks, about 2000	per
50-gal. bbls., about 1200	per
15-gal. kegs, about 500	per
10-gal. kegs, about 300	
5-gal. kegs, about 150	
10-lb. pails, about 50	per

Imported Sour Crout

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long

60-gal. casks	per
48-gal. bbls	per
10-gal. kegs	per
5-gal. kegs	
10-lb. pails	per

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	pe
Spitzkugein	

Lebkuchen and Bread

Small Basler Lebkuchen, 6 in pkg., per bu	
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per
" small tins	

Pickles and Onions in Vin

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg.	

Sundries.

German Egg Potatoes, bags 110 lbs	per
Green Kern	per
Potato Flour	
German Dried Pears	
Dried Musbrooms	
Juniper Berries	
St. John's Bread	
Bay Leaves	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 dos	per d
" Club, 2 dos	"
Red Edam	es
Philo Cream, 1 dos. 10c. size	per d
Elkhorn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 dos	
Western, selected	
Milben Farm	
Awitru, packed in cartons	

—13—

FANCY GROCERIES.

Staple Paste, 5-lb. cans	per lb.	.33
...es, in oil, 6 ring bottle	per doz.	5.00
" 3 ring bottle	"	3.25
Nonpariel, ½-gal. kegs		1.25
quart, glass	per doz.	7.50
bottled, ⅓ size	"	2.25
" ½ size	"	2.00
" ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	4.25
medium, 12 to case	"	4.50
small, 24 to case	"	4.25
...n Maraschino, glass, 2 doz	"	7.00
...owder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
...owder, pints	"	3.60
4 oz	"	2.40
2 oz	"	1.40
...eas, extra fins	per case	21.00
...a Irish Oatmeal—		
...cans	per doz.	3.35
...cans	per tin	.70
...ans	"	1.65
...& Palmer's Petit Beurre Biscuit	lb.	.24
" Dinner Biscuit	"	.33
" Breakfast Biscuit	"	.33
Packed 7 and 5 lbs. in a can.		
...per, ring, pints	per doz.	1.25
" ½ pints	"	.60
...e jars, 4 doz		1.75
...e Marquett Mushrooms—		
...hoice	per case	36.00
...100 tins	"	35.00
...100 tins	"	33.00
...½	per tin	.20
...⅛	"	.35
...¼	"	.60
...½	"	2.25
...pickled, small size		1.20
...Dunbar's, 2 doz	per doz.	2.75
...ordial, Bishop's, 1 doz	"	6.50
...ed Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
...ce, Rose's	"	4.50
...ose Water	"	2.25
...each Water	"	2.25
...ives	"	5.25
...ico-American Food Co.—		Per doz.
...for invalids, all kinds, ½ pints, 4 doz.		1.40

...LON CUBES AND LIQUIDS.

...ouillon Cubes—		
...100 cubes		1.70
50 cubes		.90
...tins, 12 cubes each		2.75
...lam Bouillon—		
...bottles, 1 doz		2.00
...bottles, 1 doz		3.75
...omato Bouillon—		Per doz.
...ttles		6.00
...ottles		9.00
...jugs	each	2.75
...Oxo Cubes—		
...oc. size	per doz.	.85
...35c. size	"	2.00
...oo cubes	per 100	1.65
Beef, Clam and Chicken Cubes—		
...zes, 12 cubes, 2 doz		2.50
...boxes, 50 cubes	per tin	.90
...zes, 100 cubes	"	2.70
...Concentrated Bouillon—		
...2, 1 doz		3.50
4, 1 doz		6.75
8, 1 doz		13.00
16, ½ doz		25.00
Tomato Bouillon—		
...size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
...jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Solid Extract of Beef—	Per doz.
...ze 2, 1 doz	4.45
4, 1 doz	8.20
8, 1 doz	15.90
16, ½ doz	29.75
Fluid Beef Extract—	
...size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
...	6.75
...ka	7.25
...al	6.75
...e	6.80
	7.05
...s Best	6.75
...den	5.90
...the West	6.00
	5.90
	6.60
	6.05
...hite	6.95
...Best	6.60
...mperial	6.50

Prepared Flours.

Prepared Doughnut, Cake, Ginger- and Tea Biscuit Flour—	Per case
4-oz	1.44
8-oz	2.40
(Either straight or assorted cases)	

Self-Raising Flour.

...Buckwheat, medium, 12s	1.48
Flap Jack Flour, 18s	1.45
...ry Buckwheat, 36 2s	2.60
Pancake, 36 2s	2.60
...pkgs	1.55
...ima Buckwheat, 36s	2.60
Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags	per lb. .05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs.	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—	
18 pkgs	1.40
36 pkgs	2.80
144 pkgs., individual	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large	per gross 17.25
Small	" 10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots	per gross 11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.85
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case 3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz. .90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-199	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	1.25

FRESH FISH.

	Per lb.	
Halibut	.12	-.16
Bass Native		-.15
Salmon, fresh	.12	-.18
Eastern Cod	.12	-.16
Croakers		-.06
Large Hake	.12	-.15
Haddock		-.10
White Cat Fish		-.12
Red Cat Fish		-.12
Spanish Mackerel		-.25
Snappers		-.23
Eels		-.12
Rock Fish	.18	-.25
Lobsters		-.60
Flounders		-.09
Large White Perch		-.18
Sea Bass	.08	-.12
Blue Fish		-.25
Porgies		-.06
Fresh Mackerel	each	-.30
King Fish		.....
Weak Fish		-.19
Butter Fish		-.06
Tile		-.08
Shad, Roe	each	1.80
" Buck	"	-.85

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickerel's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dr[illegible]—	Per case
4 [illegible]	3.25
24 [illegible]	3.00
14 [illegible]	2.75
4 [illegible]	1.80
24 [illegible]	1.75
12 [illegible]	1.65
Di[illegible]—	Per lb.
¼ lb. pkgs., 15 lbs	.26½
½ and ¼ lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
100 5c pkgs	4.40
60 10c pkgs	2.20
30 10c pkgs	2.10

HORSERADISH.

	Per doz.
Dunham's Best grade, 2 doz	.82½
Manhattan, No. 1 size, 2 doz	.82½
Schramm's, Imperial, 2 doz	.67½
Sherbert grade, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. .65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz.	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz	.40
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE AND POTASH.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3.75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¼
Barrels and halves, 400 and 250 lbs	.09¼
Wooden pails, 20, 40 and 68 lbs	.11
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons 3 doz. to case	2.[illegible]
" " 6½ doz. to case	5.[illegible]
Extra Family—	
Barrels, halves and quarters	.13¼
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.[illegible]
	Per lb.
Canakins, 10 lbs	.13
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—		
Kits, 10 lbs		.11¼
" 25 lbs		.10¾
" 50 lbs		.10½
Brick's Nonpareil Brand—		
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs		.09½
Tubs, 70, 35 and 18 lbs.		.09½
Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.		
Brick's Old Homestead—		
Barrels, 28-lb. pails, etc		.08
35 and 18-lb. tubs		.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.06½

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal.			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	28.50
½-gal. tins, 10 gal.	27.00
1-gal. tins, 10 gal.	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.00
¼-gal. tins, 10 gal.	26 50
½-gal. tins, 10 gal.	25.00
1-gal. tins, 10 gal.	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" [illegible]-oz. jars, 2 doz	1.35
" 4½-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large 1 doz	2.30
Medium, 2 doz	1.40
Small 4 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper sh bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 l	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cart

PICKLES.

Sweet—	
16-gal. keg, 210os	
10-gal. keg, 130os	
5-gal. pail, 65os	
16-gal. keg, 360os	
10-gal. keg, 220os	
5-gal. pail, 110os	
16-gal. keg, 500os	
10-gal. keg, 300os	
5-gal. pail, 150os	
16-gal. keg, 750os	
10-gal. keg, 450os	
5-gal. pail, 225os	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs.	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knuck	
Brisket Pork	
Jersey Pork, butt	P
" family	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covere	
Picnics and Bacon, ½ ct. ex	
Vogt's Baked Meatkake, 2 doz 3½-oz.	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz 12-oz. cans	

LARD AND COMPOUND

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rend	
Silver Leaf Brand Lard, kettle render	
Jewel, compound	
Cotosuet	

—21—

re Lard—
50 lbs. net weight.....per lb. .12¾
net..... " .12¼
tins.....6 in crate 8.10
tins.....12 in crate 8.17
tins.....20 in crate 8.25
nd— Per lb.
s and tubs, about 340 lbs ..... .11¾
tubs ..... .11⅞
tin pails, 60 lbs..... .09⅝
" 60 lbs..... .09¾
" 60 lbs..... .09⅞

DRESSED MEATS.

essed Stock— Per lb.
..... .10 -.14
s ..... .09 -.13
..... .08 -.11
Calves ..... .14 -.16
Calves .... -.17
erns and Barnyards ..... .10 -.13
ry Dressed..... .12 -.14
s .... -.16
..... .13 -.14
Wethers..... ..... -.16
s..... .16 -.17
Lambs .... -.18
..... .14¼-.14½

BUTCHERS' SUNDRIES.

tteer Tongues.....each ..... -.80
ngues..... ..... -.60
ads, scalded ..... .50 -.75
reads, veal.....per pair .75 -.80
beef .....per lb. .25 -.30
vers..... ..... " .25 -.30
idneys.....per doz. 1.25
ivers..... .10
.....per doz. 1.20
beef.....per lb. .05
eef..... 16.00
loin, beef, western..... .22
Pork, loins, city ..... .13
" western ..... .13

DRESSED POULTRY.

ys— Per lb.
ern, young hens, 8 to 10 lbs..... .32 -.34
young toms, 15 to 18 lbs..... .32 -.34
hens and toms..... .26 -.28
mon to good..... .18 -.20
s—
adelphia, fresh killed, 3 lbs. and
der to pair, fancy..... .32 -.36
adelphia, fresh killed, 3½ to 4 lbs
pair..... .32 -.36
adelphia, fresh killed, 3 to 3½ lbs.
pair, fancy..... .32 -.36
—
rn, fancy, heavy..... .20 -.21
Roasters, 4 to 5 lbs..... .22 -.24
good..... .18 -.21
cks ..... .14 -.15
— Per doz.
e, large, fancy 5.50-6.50
ed..... 4.00-5.00
k..... 2.00-3.00

LIVE POULTRY.

g Chickens, nearby, 1½ to 2 lbs..... .20 -.21
Springers..... .20 -.21
..... .18 -.19
ers ..... .12 -.13
s, young ..... .15 -.16
old ..... .14 -.15

RESERVES, JELLIES, JAMS AND MARMALADES.

— Per doz.
er's pure..... .95
elly, apple flavor, 30 lbs. full weight,
per pail, 1.00
el's, 8-oz. tumblers..... ..... .80
al, 16 oz., 2 doz..... .87½
3-lb. tins, net weight 1.95
— Per lb.
el's pure, 12-oz. jars, 2 doz...per doz. 1.45
onal, 30-lb. pails..... .09½
thwark, 30-lb. pails..... .06½
" 3-lb. toy pails .....per doz. 3.00
—
immel's, pure, 10-oz. jars, 2 doz..... 1.40
thwark, assorted, jars, 2 doz ..... .90
e Marmalade—
rtley's imported, 4 doz 2.10
himmel's, pure, 2 doz 1 50
t Butters— Per doz.
pple, Southwark, 30 lbs.....per pail 1.15
" " full 5-lb. slip cover tins,
½ doz.....per case 1.55
" Schimmel's, 30-lb. pails.....per lb. .06¾
" " 3-lb. slip cover tins, 1
doz .....per doz. 2.60
" " 2½-lb. stone jars, cloth
top, ½ doz...per doz. 2.90
" " 40-oz. stone crock, glass
top, ½ doz...per doz 3.07½
" Mother Cook's, No. 14, 2 doz....doz. .85
each, 30-lb. pails.....per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb. .15
Borax, powdered, bulk..... " .11
" lump, bulk..... " .09
Butter Color, W. & R.....per doz. 2.00
Bluestone, bulk.....per lb. .28
Copperas..... " .03
Camphor, gum, 1-oz. blocks..... " .70
" flakes, 250-lb. bbls..... " .18
" " less quantity..... " .19
" Tar Balls, 250-lb. bbls..... " .17
" " less quantity..... " .18
Castoria, Fletcher's .....per doz. 2.80
" Pitcher's..... " .80
Carbonate of Ammonia.....per lb. .15
Epsom Salts, bbls..... " .04½
Glauber Salts..... " .02½
Glue, ordinary..... " 11
" white..... " .20
Gum Arabic..... " .50
Haarlem Oil .....per doz. .40
Husband's Magnesia..... " 2.90
Jamaica Ginger, Hires', flasks..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes.....per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root..... " .12
Putty, 25-lb. cans.....per 100 lbs. 1.57½
" 50-lb. cans..... " 1.47½
Petroleum Jelly, screw top, 5c. size...per doz. .35
" " 10c. size... " .75
Paris Green, 100-lb. kegs.....per lb. .17
" ¼-lb. pkgs., 50 lbs..... " .22
" ½-lb. pkgs., 50 lbs..... " .21
" 1-lb. pkgs., 50 lbs..... " .20
Rosin..... " .04½
Roach Powder, BB, 4-oz. cans..... 2.00
" " 10c. size.....per doz. .80
Roachsault, 10c. size..... " .80
Saltpetre, crystal, about 350-lb. bbls.....per lb. .38
" granulated, about 100-lb. kegs " .38
Sulphur, flour, 175-lb. bbls.....per 100 lbs. 2.60
" 100-lb. bags.....per lb. .02¼
" less quantity..... " .03
Venetian Red..... " .02
Whiting..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size..... 2.00
Herb Bitters, 25c. size..... 2.00
Oil Liniment, 25c. size..... 2.00
Kidney Pills, 50c. size..... 4.00
Worm Syrup, 25c. size..... 2.00
Herb Pills, 10c. size..... .80

Iron Glue, McCormick & Co.—
No. 5..... .45
No. 10..... .85
Tube V..... .75

McCormick & Co., Bee Brand—
Insect Powder, 25c. size..... 2.00
" BB, 10c. size..... .85
Root Beer..... .80
Talcum Powder..... 1.50
Triangular Quiniue..... 2.00
Quinine Capsules..... 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz. 4.00
Bath Brick, 25 in box.....per box .60
Sealing Wax..... " .03
Silver Sand.....per bbl. 1.20
Tar, pts .....per doz. .....
" qts..... " .....
" gals .....each .....
" ½ bbls..... " .....
" bbls..... " .....

McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and
premiums.....per case 4.50
U. S. Nerve and Bone Liniment, 25c. size... 2.25
McCord's Magic Medicine, 25c. size..... 2.00
" " 50c. size..... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80
Borax, 20-Mule Team—
48 1-lb. cartons..... 4.80
72 10-oz. cartons..... 4.80
96 ¼-lb. cartons..... 3.20

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size..... .90
" No. 4 size..... 2.25
Rose, No. 2 size..... 1.25
" No. 4 size..... 2.75
Pistachio, No. 2 size..... .90
" No. 4 size..... 2.25
Almond, Apple, Apricot, Peach, Pear, Pine-
apple, Raspberry, Strawberry...No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size..... .90
" No. 4 size..... 2.00
Orange, No. 2 size..... .90
" No. 4 size..... 2.00

—23—

Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz..... .90
" 1 oz..... 1.75
" 2 oz..... 3.00
" 4 oz..... 5.25
" 8 oz..... 9.00
" pints..... 16.50
" quarts..... 30.00
" ½ gallons.....each 5.00
" gallons.....each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon..... .90
No. 2, Vanilla..... .90
No. 2, Rose..... 1.20
No. 2, assorted..... .90
No. 3, Lemon..... 1.25
No. 3, Vanilla..... 1.50
No. 4, Vanilla..... 2.25
No. 4, Lemon..... 2.00
No. 2, assorted cases.....per gross 10.80
Nos. 2 and 4, assorted cases..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Pepper-mint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nut-meg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquid Rennet..... ..... 1.50
Hansen's Junket Tablets, 3 or 1½ doz ..... .80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal. .....
" ½ bbls., 28 gals .....per ½ bbl. .....
" kegs, 14 gals .....per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs..... 2.75
" boxes, 20 pkgs..... .55
Gee Whiz, 100 pkgs..... .60
Fleer's Chiclets, 3 lbs. bulk..... 1.23
Spearmint, 20 pkgs., 100 pcs..... .60
Doublemint, 20 5c. pkgs..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18
5c. pkgs..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole
head rice, 1 and 2½-lb. dustproof cartons.. .06
Queen Quality, whole head, 1 and 3-lb.
cartons, 120-lb. cases, 2-case lots or more.. .05½
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, ster-
ilized..... .07
Comet, natural brown, 1-lb. cartons, ster-
ilized..... .07
Comet Cereal, 1-lb. cartons, sterilized..... .07
Sola Japan Unkoted ..... .06¼
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, white, whole
head rice, 1-lb. dust proof cartons..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs 2.50
" 60 5-lb. bags..... 4.00
" 22 14-lb. bags..... 3.75
" 30 10-lb. bags..... 3.75
" 115 2½-lb. bags 4.00
Irish Linen, 250-lb. bags..... 2.50
" 56-lb. bags..... .65
" 28-lb. bags..... .35
Quick Freezing Ice Cream Salt, 50 6s to the
bbl., 10c. size bags list 3.00
Pretzel, 280-lb. bbls. 2.40
". 180-lb. sacks..... ..... 1.55
Packing, 70-lb. cotton bags..... .40
" 140-lb. cotton bags..... .75
Morton, Free Running, 2 doz..... .75
New Ivory, 24 large cartons to case..... 1.50
Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz..... .....
" small, 2 doz. ½ pints..... 2.40
Schimmel's, small, 2 doz.....per doz. .90
My Wife's, large, 1 doz 1.50
" small, 2 doz..... .90

SAL SODA.

Barrels, 400 lbs .....per 100 1.15
Kegs, 150 lbs.....per 100 1 25
Granulated, 60-lb. boxes..... .....per box .95
" Crystal Brand, 24 2½-lb. pkgs., per case 1.10

—24—

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, medium..... 4.50
" small..... 2.50
Worcester, Campbell's, No. 8, 2 doz..... .90
North of England, No. 8, 2 doz ..... .82½

SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs ..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs..... .05
" ½-lb. pkgs., 36 lbs.. ..... .05½
" ¼-lb. pkgs., 36 lbs..... .06
" ½ and ¼-lb. pkgs., 36 lbs... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs..... .04¾
" ½-lb. pkgs , 36 lbs..... ..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs ..... .05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs..... .05⅛
112-lb. kegs..... .02½
Bi-Carb, bulk ..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood
Orange, Lemon Soda, Root Beer. ...2 doz. 2.10
Charles E. Hires Company—
Hires Household Extract, for making root-
beer at home, 1 doz 1.60
Hires Carbonated, pints, 2 doz..... 2.00
" Ginger Champanale, 50 pints..... 8.00
Welch's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
4 oz., 6 doz 4.50
Half-gals., 8 bottles..... 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuble's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
5 per cent. discount on 5 case lots.
Walker's Grape Juice—
Quarts, 1 doz..... 4.25
Pints, 2 doz..... 4.75

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual..... .90
1 lb 3.00
2 lb 5.00
3 lb 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz..... 2.25
" " No. 2, 1 doz..... 4.25
Atmore's Philadelphia, seedless—
Individual, 2 doz..... 1.90
Cans, No. 1, 1 doz..... 2.35
" No. 2, 1 doz..... 4.25
" No. 3, ½ doz..... 3.35
" No. 4, ½ doz..... 4.45

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 1 doz..... 3 00
12 oz., 1 doz..... 6.00
Quarts, 1 doz..... 12.00
Half gallon, 1 doz..... 18 00
Gallon, ½ doz 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box 2.75
Kleenatub .....¼ gross 2.50
Electro Silicon, 1 doz.....per doz. .80
Putz Liquid, large, 3 doz ..... " 1.50
" small ..... " .75
Putz Paste, large ..... " .65
Old Dutch Cleanser, 4 doz.....per case 3.40
" " 5-case lots..... " 3.30
Babbitt's Cleanser, 5c. size .....100 cans 3.85
" 5c. size .....50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50
cartons 1.75
Spic and Span, Babbitt, Liquid Metal Polish,
½-pt. cans, 3 doz 2.50
Imperial Cleanser, 6 doz .....per doz. .45
Sunbright Cleanser, Swift, 50s 1.85
Red Seal Cleanser, 4 doz..... ..... 1.90
Bon Ami Powder, 3 doz. 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.. 1.60

Orona Soap and Cleanser— Per doz.
No. 1, 10c. size..... .85
No. 2, 15c. size..... 1 20
No. 4, $1 size..... 8.40
No. 5, $2 size..... 16.80
Orono Alumishine—
No. 1, 10c. size..... .85
No. 2, 25c. size 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s..... 1.80
Brooks' Crystal, 100s 3.80
Day's Flint Polish, Day & Frick, 36s 1.50
Mineral, Wrigley, 100s 3.50
Sapolio, E. Morgan, 36s .....per gross 9.50
Bon Ami, 36 10c. cakes..... 2.50
Sta-Brite, 72 cakes 3.00
Queen Anne Scourer, Lautz, 30 cans..... ..... 1.80
" " " 60 cans..... 3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	bx.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons.	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co —	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c size	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c size	3.75
Snowline, No. 3, 100 pkgs	4.00
Pearline, 36 100 pkgs	2.85
" 100 5c pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c size	3.75
Snow Boy, Lautz, 60 5c size	2.40
" " 48 10c size	3.75
" " 100 5c size	3.75
" " 24 family size	3.20
" " 24 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3 lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ½ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.35
David's Liquid Glue, "	.90
" Mucilage, "	.75
" Cone General Mucilage, 2 oz., 1 doz, "	.30
Le Page's Glue, bottle, "	.75
" tube, "	.75
Royal Glue, 3 doz, "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45

Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	2.00
" cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WA

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per	10
" 2 lb. "	

Clothes Pins.

5 gross, per	bo

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daube solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	6
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1½ doz pkgs, per	bo
Yeast Foam, 1½ doz, "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, March 27, 1916. No. 13

Most students of the subject seem to agree that there are too many grocery stores. Whether yours is among the superfluous ones depends entirely on you and your store.

One Court Upholds This Paper's Contention That the Only Fair and Legal Test for Sale of Cold Storage Food, is Not Length of Time in Storage, But Condition When Withdrawn.

Stevens Bill, Which Aims to Give Manufacturers the Right to Fix Retail Prices of Trademarked Products, is Again Amended in Vital Respects.

Running Down Libels on Canned Goods. How the National Canners' Association Works and What It Has to Contend With.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

Building a Better Business

By sticking to the things that are true and tried—the things that have established themselves in public favor through honest value—

Shredded Wheat

has established itself in a million homes as the cleanest, purest, most nutritious of all cereal foods. Get in touch with the home and you will keep a fresh stock of Shredded Wheat always on hand.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

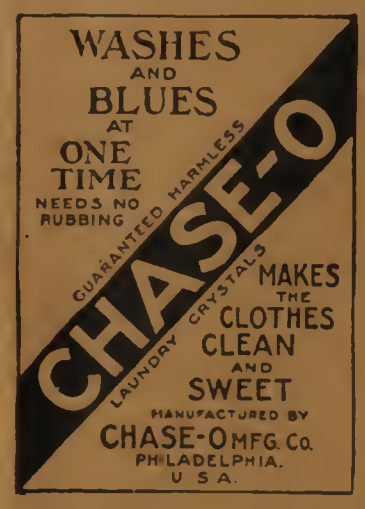
Are You Selling All Your Customers Cereals?

If **Wheatena** isn't a regular part of your cereal stock, you probably aren't selling cereals to some of your trade at all. They are apt to be your best trade, too.

Wheatena seems to appeal particularly to good, substantial, well-to-do people. They use it year after year—you never have to sell them. We guarantee it no matter whose hands it is in.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers Association



Women Will Thank You

¶ **Chase-O** is quite unlike any other washing help made, and can't be compared with any other. With boiling water and a little soap, it will actually do whole washes—gets rid of all the hard work. Women will thank you for introducing them to it—your own wife would. Sells for a nickel and sells again and again. Profit into it.

CHASE-O MFG. CO

Hancock and Columbia Ave., Philadelphia, Pa

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, March 27, 1916. No. 13.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
CERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
Filbert 3286
Filbert 3287 Keystone, Race 746
e Exchange.

ll Checks and Drafts payable to the Gro- World Publication Co.

Independent journal published ex- vely in the interests of modern mer- ts of all classes.

ELTON J. BUCKLEY, Editor.
DAVID EZEKIEL, Advertising Manager.

scription Rates, Including Postage, Payable in Advance:

PER YEAR

ited States and Mexico..... $3.00
nada 3.50
reat Britain and Continent of Europe d Asia 4.50
e Copies ..... .10

Contents.

PAGE

ens Bill Again Amended in Two Important Respects 4

National's Complaint Against Sears, Roebuck & Co.'s Sugar Scheme 4

rial 6
rd Sense.
ed as a Parcel Post Obstacle.
us of the Stevens Bill.
ng, Rather Than Seeming In- terested in Customers.

ning Down Libels on Canned Goods 6

on Seed Oil Products in Bad Shape 7

New York Letter..... 8

respondence 9

PAGE

The Grocery Markets..... 10

Individual Market Reports..... 10

"The Stroller's" Column (Contributed) 20
Here Is the Living Limit.

Opinions Differ as to Value of Pay-Up Week in Wilmerding, Pa.... 20

One Court at Last Says Legislature May Not Prescribe Arbitrary Time Limit for Keeping Cold Storage Food 21

Legal Department 22
No. 356.—Using Your Own Name in Business.

Selling Talks with Clerks..... 23

Pennsylvania Organization Notes... 24

Science of Advertising..... 24

Subscribers' Bargain List..... 26

Want Department 27

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 10

American Specialty Manufacturers' Association 25

American Sugar Refining Co., Cover 4

Babbitt, B. T. 19

Baker & Co., Walter 10

Buckley, Elton J. 9

California Associated Raisin Co..... 10

Caplan Grocery Co., The..... 9

Chase-O Manufacturing Co....Cover 2

Clipper Lawn Mower Co. 23

Crescent Manufacturing Co. 10

Dayton Moneyweight Scale Co. 26

Fisher, Bruce & Co. 9

Fleischmann's Yeast 10

Forbes, J. P. 7

Harris Co., Wm. B. 5

Hamilton Corporation, The 5

Heacock, H. F. 7

Heckin Can Co., The..... 21

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books..... 7

Kirk, Foster & Co., ... 8

Knight Cooking Extract Co. 19

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 25

Mapleine 10

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 23

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 7

Nowland Co., A. C. .....Cover 4

Philadelphia Electric Co. 27

Reed Mfg. Co., Evan L. 21

Rumford Chemical Works..... 19

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson 5

Star Egg Carrier and Tray Mfg. Co., 19, 26

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The .....Cover 2

Where to Get Premium Goods..... 26

Wilkinson's Sons, C. 27

Stevens Bill Again Amended in Two Important Respects

The Measure Seeks to Give Manufacturers of Trade-Marked Goods the Right to Fix the Retail Price. Reintroduced in Senate Containing a Provision Allowing Special Sales Oftener Than Twice a Year, and Allowing the Price of an Article to be Cut if the Dealer Intends to Stop Selling It.

The so-called Stevens bill, which seeks to give the manufacturer of trade-marked products the right to fix the retail price, has been again amended and was reintroduced in the Senate during the week by Senator H. F. Ashurst of Arizona. Secretary Whittier, of the American Fair Trade League, who has now amended the bill twice, says that the latest changes are "inconsequential," but they are not. On the contrary, they are exceedingly important. The changes are as follows:—

1—"Disposal sales," meaning special sales during which a retailer may move his odds and ends at a price less than the manufacturer has fixed, can under the latest amended bill be held "at appropriate times." Under the first amendment they could only be held twice a year, which would of course have been of no benefit to dealers with four seasons. The original Stevens bill would have prevented all special sales.

2—Under the latest amendment a dealer may cut the price of a trade-marked article "if he shall decide to discontinue the sale of such article or articles," provided that he shall first offer them to the manufacturer or jobber who sold them, and the latter shall have refused to buy them back at cost. This provision was not contained in the first amended bill or in the original bill. It is a distinct concession. There is also a provision that if the retailer cuts the price for any such reason, he must file with the Federal Trade Commission his reason, and a description of the article cut.

The full text of the new bill is as follows:—

A BILL

To protect the public against dishonest advertising and false pretenses in merchandising.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That in any contract for the sale of articles of commerce to any dealer, wholesale or retail, by any grower, producer, manufacturer or owner thereof, under trade-mark or special brand, hereinafter referred to as the "vendor," it shall be lawful for such vendor, whenever the contract constitutes a transaction of commerce among the several States, or with foreign nations, or in any Territory of the United States, or in the District of Columbia, or between any such Territory and another Territory, or between any such Territory or Territories and any States or the District of Columbia, or with a foreign nation or nations, or between the District of Columbia and any State or States or a foreign nation or nations, to prescribe the uniform prices and manners of settlement at which the different qualities and quantities of each article covered by such contract may be resold: Provided, That the following conditions are complied with:—

(a) Such vendor shall not have any monopoly or control of the market for articles belonging to the same general class of merchandise as such article or articles of commerce as shall be covered by such contract of sale; nor shall such vendor be a party to any agreement, combination or understanding with any competitor in the production, manufacture or sale of any merchandise in the same general class in regard to the price at which the same shall be sold either to dealers at wholesale or retail or the public.

(b) Such vendor shall file at the office of the Federal Trade Commission a statement setting forth the trade-mark or special brand owned or claimed by such vendor in respect of such article or articles of commerce to be covered by such contract of sale, and also, from time to time as the same may be adopted or modified, a schedule setting forth the uniform price of the sale thereof to dealers at wholesale and the uniform price of sale thereof to dealers at retail, from whatever source acquired, and the uniform price of sale thereof to the public; and, upon filing such statement, such vendor shall pay to the Federal Trade Commission a registration fee of $10. Prices set forth in such schedule and made in any contract pursuant to the provisions of this act shall be uniform to all dealers in like circumstances, differing only as to grade, quality or quantity of such articles sold, the point of delivery and the manner of settlement, all of which differences shall be set forth in such schedule; and there shall be no discrimination in favor of any vendee by the allowance of a discount, rebate or commission for any cause or by grant of any special concession or by any other device whatsoever.

(c) Such contract for the sale of such article or articles of commerce may provide for disposal sales at appropriate times, during which periods, duly set forth in such statement or in such schedule of prices as shall be filed by such vendor, such dealers may sell such article or articles of commerce for a price other than the uniform price as set forth in the schedule provided in the preceding paragraph (b): Provided, That such article or articles of commerce shall have first been offered to the vendor by such dealer, by written offer, at the price paid for the same by such dealer, and that such vendor not less than thirty days prior to the date set forth for the next disposal sale, after reasonable apportunity to inspect such article or articles, shall have refused or neglected to accept such offer.

(d) Any article of commerce or any carton, package or other receptacle inclosing an article or articles of commerce covered by such contract and in the possession of a dealer may be sold for a price other than the uniform price for resale by such dealer for such quality and quantity as set forth in the schedule provided in the preceding paragraph (b): First, if such dealer shall decide to discontinue the sale of such article or articles of commerce, or if such dealer shall cease to do business and the sale is made in the course of winding up the business of such dealer, or if such dealer shall have become bankrupt or a receiver of the business of such dealer shall have been appointed: Provided, (a) That such article or articles of commerce shall have first been offered to the vendor thereof by such dealer or the legal representative of such dealer by written offer, at the price paid for the same by such dealer, and that such vendor after reasonable opportunity to inspect such article or articles shall ha refused or neglected to accept su offer: Provided, (b) That su dealer, or the legal representati of such dealer, shall file at t office of the Federal Trade Co mission a statement setting fo the reason for such sale, the r fusal or neglect of such vendor accept such offer, and the gra quality and quantity of such arti or articles of commerce to be sol or, second, if such article of co merce or contents of such cart package or other receptacle sh have become damaged, deteriorat or soiled: Provided, That su damaged, deteriorated or soiled a ticle shall have first been offered the vendor by such dealer by wr ten offer, at the price paid for t same by such dealer, or at the o tion of such vendor, in exchan for similar articles not damag deteriorated or soiled, and that su vendor after reasonable opportuni to inspect such articles or articl shall have refused or neglected accept such offer, and that su damaged, deteriorated or soiled a ticle shall thereafter only be o fered for sale by such dealer wi prominent notice to the purchas that such article is damaged, det iorated or soiled, and that the pri thereof is reduced because of su damage.

Sec. 2. That the provisions of th act shall not apply in cases of sal of such article or articles of co merce to the United States, or cases of sales of such articles any State or public library, or any society or institution incor rated or established solely for ligious, philosophical, education medical, scientific, philanthropic literary purposes, made in go faith for use thereof by such soci or institution.

The National's Complaint Against Sears, Roebuck & Co.'s Sugar Scheme.

Extract From Complaint Filed by National Retail Grocers' Association With Federal Trade Commission Against Chicago Mail Order House. Claims the Cut-Price Sugar Scheme is Unfair Commission Because It Is Trickery.

In a recent issue it was stated that the National Association of Retail Grocers had filed a formal complaint with the Federal Trade Commission against Sears, Roebuck & Co., the Chicago mail-order house, the charge being based on the scheme of selling sugar at a cut price when bought with other goods. We have just received an official copy of the complaint, and extract the following from it, showing its tenor:—

As illustrative of the methods by which the defendant conducts its merchandising business in interstate commerce, the following is a copy of an advertisement widely circulated by the defendant in the year 1915 throughout the United States:—

THE BIG SUGAR OFFER.

For September and October, 33⅓ pounds best granulated sugar for $1 with each $10 worth of groceries not including sugar of any kind or flour of any kind. Under this offer you can cut your sugar cost in half during September and October; but do not order until you have read the offer on page 1, and understand it thoroughly. IT CUTS YOUR SUGAR COST IN TWO.

That said defendant is, and h for a long time been continuous using the United States mails interstate commerce for the purp of soliciting business by this "tri method."

The said method of merchand ing practiced by the defendant interstate commerce tends to c ate prejudice against and to d stroy the business of retail me chants throughout the country a constitutes an unfair method competition intended to demorali and destroy the business of compe tors and promote the developm of a monopoly in trade.

Wherefore these complainan ask that the facts herein alleged investigated and that an order entered by the Federal Trade Co mission declaring the interstate se ing, offering or advertising for s of one or more articles of merch dise by any person, firm or corp ration on the condition that t purchaser shall buy any article articles of personal property, sh be deemed an unfair method competition, and that the defend be prohibited from the interst selling, offering or advertising f sale of one or more articles of m chandise upon the condition th the purchaser shall buy an article articles of merchandise, and f such other and further relief may be deemed equitable.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	(H) Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

Speaking of Our Queen Isabella Standardized Coffee

¶ This is one of the lines of ***Harisco Standardized Coffee,*** as to which, let us say again, there are two vital points: 1, the very highest possible quality, and 2, absolute uniformity.

¶ A grocer who took our word that ***Queen Isabella*** held possibilities for him has written us that one of his customers said it was :—

"The best coffee I have ever drank."

¶ Another grocer who also took the brand up wrote that one of his customers told him ***Queen Isabella*** was

"The finest brand I have ever had in my house."

¶ Which means that this coffee has these two customers nailed down—as long as it continues to be what they have found it—and that is where the absolute uniformity of these coffees comes in. It will continue to be that way forever.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

"S. & H." Green Stamps

Hamilton COUPONS

The Sperry Magazine

THE TRIPLE APPEAL

¶ WHAT competition have YOU and how are you meeting it? Let us show you how wide-awake stores develop new business and hold it. Write for the facts and figures on the "Sperry" Service.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

Status of the Stevens Bill.

Touching the status of the Stevens bill, now pending in Congress, which would give the manufacturer of trade-marked articles the right to fix the retail price, news from Washington indicates that the bill has little if any chance of passage. Congress is afraid to touch it, according to report, and is not altogether certain of the good faith of the American Fair Trade League, which is the main promoter of the bill. A recent Washington dispatch thus describes the situation:—

> Members of Congress are not absolutely convinced as to the merits of the basis contention. It is not known whether the majority of the people of this country would benefit through the price maintenance system or whether or not consumers would be better protected by means of the competitive system which permits a freedom in cutting prices. The American Fair Trade League has advanced some very significant arguments to the effect that consumers would be protected by the price maintenance system from fraud, etc., things which are far more costly than any addition that may be made to prices through the maintenance system.
>
> On the other hand there has recently been organized a body to refute the claims of the American Fair Trade League. This is known as the National Trade Association, of which a Mr. Caldwell is president. The vice-president of the new association is P. S. Straus, of R. H. Macy & Co., New York. It has been said by the price maintenance proponents that Mr. Caldwell is head of a trading stamp company, and that Macy & Co. is "the most notorious predatory cut-rate concern in the country." No argument against the motives of the National Trade Association, however, can be made because of this, and in just this way the American Fair Trade League is injuring its own course. By attempting to impugn the motives of their opponents, the proponents of the price maintenance bill are endangering their position before Congress.
>
> The keener the fight between these two organizations becomes the more the country is likely to learn about the purposes of price maintenance, even though the fight is largely one of personalities. On the other hand, the more personal becomes the dispute, the less likely is Congress to have anything to do with the matter. This is one more reason why the proposed measure stands very little chance at the present session.

There is also considerable doubt whether any price-fixing law which could be passed by Congress could be generally enforced. The theory on which Congress is asked to pass the law, rather than the States, is first, the idea that it is easier to get one law passed than forty-five, and second, that many contracts for the sale of merchandise are interstate and only a Federal law could touch them. But to show how that theory falls short, a New York manufacturer contracts with a Philadelphia jobber to sell him bottled catsup, on the condition permitted by the Stevens bill that the resale price—that is, the price from jobber to retailer—should be so much. Undoubtedly the Stevens bill would apply to such a contract, because it would be interstate, and the jobber who signed it would be forced to obey it or account in damages.

So far so good. But the other end of the transaction—the sale from jobber to retailer—is of far greater importance to the manufacturer than the sale to the jobber. Usually the jobber and the retailer will be in the same State. A fixed price contract between jobber and retailer would, if both were in the same State, not be subject to any Federal law at all, because it would not be an interstate transaction. Therefore the jobber's contract with the retailer for the purpose of fixing the *retail* price, could probably not be enforced at all; certainly it could not be enforced unless the State had passed a law similar to the Stevens bill, which is not likely.

The Stevens bill, even if it passes, which is doubtful, cannot in my judgment do what its backers expect it to do, unless the manufacturer is in one State, the jobber in a second, and the retailer in a third; or unless a manufacturer in one State sells direct to a retailer in another.

Greed as a Parcels Post Obstacle.

I have all along contended that the Government's efforts to get farmers to go after consumers' fruit and vegetable business through the medium of the parcels post, would never amount to much because the farmers are neither enterprising nor systematic, but on the other hand are greedy and grasping and expect consumers to tumble over each other to buy of them simply because they are farmers.

Read the following from "Suggestions for Parcel Post Marketing," issued by the Government:—

> There is no reason why farmers cannot make extensive use of parcels post under certain conditions if they will. It has been found that one of the chief factors in preventing the satisfactory development of parcel post marketing has been the prices asked by some farmers for produce. To illustrate: One farmer's wife was receiving 20 cents a pound for butter in her local market, a country store. When asked if she would be willing to ship it to a city by parcel post, and at what price, she replied that she would do so at 50 cents a pound. Would-be purchasers frequently have been known to offer producers a lower price than they can obtain in their local markets. It is needless to say that such imperfect and erron ideas as to proper and equi prices altogether defeat the pos ity of marketing produce by p post. Business in marketin parcel post can be secured and only by shipping produce of quality and by charging reaso prices.

Just what this paper has times argued. If some good ness man were to organiz farmers, and *manage* them i parcel post business, retailers have cause for fear, but tha never be done.

Hard Sense.

Nobody can read the decis the Buffalo Municipal Court the right of islature to scribe an arl time limit holding food in storage, w being impressed that it is the st est kind of common sense. S Legislatures have passed law ing that nobody must keep egg instance, longer than six, or or nine months, as the case m Attempt to sell after the time is punishable by fine or imp ment. Nothing as to the dition of the eggs. They may perfect condition—better tha current fresh eggs, in fact. makes no difference. If they been in more than the pres time, that ends it.

The Buffalo court says in its sion, that that doesn't end it shouldn't end it and won't b lowed to end it. It is arbitrary reasonable, confiscatory. *The ground on which to deny to a product its right of sale is tha not fit for sale.* This is so clea sensible that it seems as if no could disagree with it.

Running Down Libels on Canned Goods

How the Secretary of the National Canners' Association Goes After Newspapers Who Usually Incorrectly Attribute Illness or Death to Eating Canned Goods.

One of the chief jol s of the secretary of the National Canners' Association is to watch newspapers all over the country for libels on the canning industry. Newspapers have a fashion of publishing items of sickness or death under such headings as "Canned Salmon Kills Janitor," or something like that, before any real conclusion can be reached as to whether salmon was responsible or not. The result is a deepening of the prejudice which many people hold against canned foods, believing them to be unwholesome.

Whenever the secretary of the National Canners' Association sees such an item he investigates it, and if he can convict the paper which published it of error, he insists on a correction. A copy of the report covering these cases for the last year has been sent to this p and makes very interesting rea All told there were fifty-six and in the majority of them it found that there was no found whatever for the publication re ing on canned goods. Many o cases were pure frame-u schemes to hold a canner up damages. Others were the of some newspaper which m wanted a sensational item. I latter cases the parties had

n thought of blaming the can-
; in some cases not even the
ned goods were blamed.
)ne of the newspaper items was
ded: "Ptomaine Kills Janitor—
ributed to Canned Asparagus."
en the association got into this
it was found that the cause of
h was the inhalation of coal gas,
there was not the slightest rea-
to blame the asparagus.
ies After Eating Canned
ls" was the heading of another
le. The attending physician
n seen, said he never said and
not believe that canned goods
sed the death, but laid it to an
rely different cause. The paper
li-hed a correction.
Philadelphia paper stated that
ed corn had caused the illness
oo people in a certain factory.
estigation made it practically
r that the real cause was bad
cream.
s to several newspaper items at-
uting illness to eating canned
ds, it was found that these were
e-canned and the newspapers
lished corrections.
he trouble with a correction,
n published several days or
ks after the original item, is that it is not sure to be seen by all the people who read the original item and who were perhaps prejudiced against canned goods by it. In fact it is practically sure not to be seen by all of them.

Cotton Seed Oil Products in Bad Shape.

Price Exceedingly High and Scarcity is Growing Acute. Price About Fifty Per Cent. Above Normal and Stock May be Entirely Exhausted by Summer.

The condition of the cottonseed oil market is affecting all cottonseed oil products, such as soaps, cooking oils, etc. The current quotation is 73 cents a gallon crude, against a normal price of not over 50 cents, and often less than that. The market has advanced 7 cents within a few days.

The cause is the condition caused by the war. There is a very large shortage in cotton, and to aggravate that, a way has been discovered of making glycerine—a much needed product just now—from cottonseed.

Some holders of cottonseed oil predict that by late summer there will be no cottonseed oil in the United States.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Our Eyesight Is Good

for we can see a good year for you if you will let us furnish you with our

INDEXED COUPON BOOKS

Cut out bookkeeping—losses from forgotten charges—disputes—overrunniug credits, etc. Increase your cash customers—control your credit ones. Will get you the cash. Best and most couvenient made. Saves time, labor and trouble. Inexpensive. F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE. NO OBLIGATIONS. ASK FOR THEM

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

If you are prevented by a cutter from getting a fair profit on some nationally advertised brand for which there is a demand, why not take it up with the manufacturer? Have you ever done that?

It is quite possible that he might be able to provide a remedy, but, of course, he can't until he knows about it.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

The New York Letter

Interesting Decision Involving Grocer's Liability for Injury Done by Fresh Pork. Department Store Head Gives Figures to Show That There is Very Little Cut-Price Advertising of Trademarked Goods. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, March 24, 1916.

An interesting case involving the liability of a grocer for injury to a customer by goods sold by him has been decided by the New York Supreme Court. The plaintiff was a woman named Rinaldi, and the defendant was the Mohican Company, which maintains a number of chain stores throughout the Eastern States. The court gave the plaintiff $1,000. It appears that the woman bought some pork from the Mohican Company and was poisoned by it. The meat appeared clean, good and wholesome and bore the Government stamp to that effect, but there was some evidence that it was infected with trichina and was unfit for food. The plaintiff and her whole family were made ill, and she sued the Mohican Company on the theory that it was understood by implication that the pork was warranted fit for food. Although it was admitted that the defendant's store was perfectly clean and sanitary, and that there was nothing about the meat from which it could be told that it was unfit for food, the court held that there was an implied warranty and upheld the judgment. A portion of the opinion is as follows:—

> The implied warranty rule rests upon a principle of public policy. The reason for that rule is stated in Wiedeman vs. Keller (171 Ill., 93), as follows: "It may be said that the rule is a harsh one, but as a general rule, in the sale of provisions, the vendor has so many more facilities for ascertaining the soundness or unsoundness of the article offered for sale which are not possessed by the purchaser that it is much safer to hold the vendor liable than it would be to compel the purchaser to assume the risk." If this is the principle on which the rule rests no amount of care can relieve the vendor. The Government stamp adds nothing to his position, for he has warranted the goods, and whether he has been careful or careless is of no concern.
>
> This doctrine was applied squarely by the Supreme Court of Illinois in Wiedeman vs. Keller (supra), where many leading authorities were examined. That was a sale of meat, and was practically parallel with the case before us. In view of the attitude which this court has assumed, the Wiedeman case should have great weight with us.

There was one very interesting feature of this decision and it was that while the judge who wrote the opinion upheld the theory of implied warranty, he expressly stated that he did so because the court had committed itself to it in two recent cases, and that his personal belief was that this theory should be eliminated from the law. The judge in question stated that he believed it would be more just to a retail dealer to hold him only for negligence and not as an absolute warrantor of the quality of the food which he sold. The reason why that was considered the fairer rule was that just as in the Mohican case, there were instances in which the retailer could not possibly tell, without a chemical examination of everything in his store, whether there was any unfitness for food. The judge believed that it was proper to hold the retailer up to the obligation of taking every reasonable safeguard as to the quality of the food that he sold, but not to go beyond that.

* * *

Percy S. Straus, president of R. H. Macy & Co., department storekeepers, made an address at a luncheon in this city last Wednesday, in which he said that the passage of the Stevens bill would automatically eliminate free price conditions among merchandise distributors and abolish the consumer's privilege of buying where he wants, what he wants, and at the lowest possible price. Mr. Straus analyzed the whole bill and appeared to find many flaws in it, particularly regarding the practical phases of its application. Mr. Straus said that he had made an analysis of the advertising which was done by Boston stores over a period of two weeks and out of a total of 128,249 agate lines of advertising done during the period named, only 90 lines, or one-fourteenth of 1 per cent., were devoted to advertising trademarked goods at cut prices.

Summarized Market Conditions.

Tea quiet but steady; Japans still very firm.—Coffee futures have been weak, but closed the week somewhat stronger. Rio coffee quiet and unchanged; Santos quiet and firm.—Sugar a little changed for the week; raws steady, a shade easier but not much. Refined unchanged.—Canned tomatoes dull with some little decline in price, though no material decline.—Corn steady to firm on demand. Peas quiet and unchanged.—Salmon scarce, particularly high grade Alaska, and tending higher.—Sardines unchanged; imported and domestic are scarce. Currants are scarce and firm. Prunes unsettled on account of English embargo; prices easier. Balance of dried fruits unchanged. Wheat still uncertain and declined during the week somewhat weaker. Flour shows a decline of about 25c. a barrel for the week; demand light.

A Perpetual Calendar for the Office

The Heekin Can Co., of Cincinnati, Ohio, have sent to this office one of their perpetual calendars, lithographed on metal, all of the work being done in their factory.

The calendar is handsomely lithographed and, being indestructible, makes an excellent wall decoration.

The Heekin Can Co. desire to state that they will be pleased to send one to every reader of this paper who will send for one.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. PHILADA.

A LONG WINTER

Has caused an unusual demand for syrups and canned goods, and fortunately for the consumer the prices are lower than usual; of course there are a few exceptions, but ninety per cent. of the line lower; Corn, Peas and Salmon are within the reach of every one. We carry a full line of fancy and staple groceries.

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AND 209 N. WATER PHILADA.

SYRUPS—At this season of the year nothing is more popular as a breakfast sweet than a good table syrup. Our brands represent the most desirable to be had, they are well known and popular. *Challenge, Extra Fancy, Royal Table, Gilt Edge, Starlight, Very Best, King B, Extra Amber, Clover, Crescent,* all good sellers. We also have some fine marks of early New Orleans Molasses, Extra Fancy Church, at 56c.; Engleside Fancy, Extra Choice Cruiser at 38c. Buy of us; satisfaction guaranteed.

EGG PLUMS—New York State packing, Monroe brand, No. 2 tins. These goods are packed by one of the leading preserving companies, and guaranteed equal in quality to any so-called extra standards. Regular price, 90c. per dozen, this week at 85c. per dozen.

BARTLETT PEARS—Cruiser Brand. Here is a genuine Bartlett Pear, ripe, white and packed in good syrup, No. 2½ size tins, quality fine, making a delicious table dessert, price reasonable, per dozen, $1.80.

APRICOTS—*Fern Glen Brand.* A good standard quality California Choice Apricot, cans full, fruit ripe, regular size can. We offer these as a special price $1.27½ per dozen; five-case lots at $1.25. If you have a trade on Apricots don't miss this.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

ORRESPONDENCE.

g Powders and Food Laws.

urgh, Pa., March 17, 1916.
Editor.

Sir:—I have ordered some wder and cornstarch put e bearing my name and ad- label. The manufacturer's es not appear and his serial is not on the label. Just e and address and formula nts will appear.

t I want to know is, whether he pure food law I am safe g these goods?

king you for the above, I

M.

ll be safe for you to sell the and the cornstarch, pro- ey contain nothing deleteri- health and provided there is on the label which misrep- the contents. You should comprehensive guarantee e manufacturer, however.

* * *

dvertising Book Wanted.

nta, Ga., March 15, 1916.
Editor.

Sir:—Please advise me I can buy the best book or f ready to use grocery store sements and reading matter, cost of same.

king you in advance for this tion, I am,

Yours very truly,
K. FOSTER.

e the "Advertising World," us, Ohio.

* * *

Basket Manufacturers.

nsburg, Pa., March 16, 1916.
Editor.

Sir:—Please give us the of two basket manufacturers ake all kinds of baskets; rry baskets is what we want pecially.

Yours truly,
HAMILTON GROCERY.

Eastern Basket and Veneer ffalo, N. Y., and the Wil- Mfg. Co., Northampton.

* * *

eet Mail Order Competition.

aster, Pa., March 20, 1916.
Editor.

r Sir:—Will you kindly in- me where I can secure liter- o use in debate against mail- houses. Such information very much appreciated.

nking you in advance, I re-

Yours respectfully,
J. B. WITHERS,
Of Miller & Hartman.

s correspondent has been ad- to write to E. Leslie Wildey, Groeltinger, Iowa, a retailer who has made a study of mail-order competition. Some of Mr. Wildey's views have been published in this paper.

* * *

To Sell Oil Barrels.

Warriorsmark, Pa.,
March 21, 1916.

To the Editor.

Dear Sir:—Can you tell me where I can sell empty machine oil barrels? I do not want to destroy them if there is a market for them.

Thanking you in advance, I am,
Yours,
F. K. MATTERN.

Hugh O'Donnell, Front and Tasker streets, Philadelphia, buys oil barrels.

AMONG THE TRADE.

John F. Shellenberger, a member of the wholesale grocery firm of Githens, Rexsamer & Co., died at his home, 2037 N. Fifteenth street, on Monday. He was seventy-eight years old. Mr. Shellenberger was one of the first traveling salesmen for a grocery house in Philadelphia, and had been associated fifty-one years with Githens, Rexsamer & Co. He was active in business almost up to the time of his death. He leaves a wife and two sons J. Frank Shellenberger, Jr., and B. G. Shellenberger.

Price to Advance.

Fisher, Bruce & Co., of Philadelphia, say that fruit jars and jelly tumblers are going to advance in price and that *now* is the time to order. As this firm make a specialty of these goods, why not get in touch with them.—Advt.

A Cash Selling Plan.

There is a house in Pittsburgh—the Caplan Grocery Co.—who are selling on cash terms only and claim to be able to save the retailer from 5 to 10 per cent. They will quote prices on request and gladly furnish full particulars concerning themselves and their methods.

How Are You Buying Coffee?

Have you been following the interesting material that is appearing in the advertisements of Wm. B. Harris Co., of New York?

This firm is specializing on standardized coffees and have shown so many dealers that it is the right way to buy, that it seems it must be only a question of time when it will be universally adopted.—Advt.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone. Race 746

ORDER YOUR
Fruit Jars and Jelly Tumblers
NOW

They are going to be higher soon

Mason P. L. Jars
(BALL BROTHERS)
Climax Jars
Banner Jars

FISHER, BRUCE & CO.
221 Market St. PHILADELPHIA

Solved for You!

THE PROBLEM OF
How to Compete with the Chain Stores

And other interests who are driving the Retail Grocer out of business. Buy through

Our Direct to the Retailer Cash Selling Plan

We sell direct to the retailer.
We sell on cash terms only.
Selling expense eliminated.
Clerical expense reduced to a minimum.

THE ANSWER—We are able to buy for less, and can

Save You 5% to 10%

Our proposition places you in a position to compete with the chain stores.
Write us for full details. We shall be pleased to quote prices upon request.

THE CAPLAN GROCERY COMPANY
Wholesale Cash Grocers
2106-08-10 Penn Avenue : PITTSBURGH, PA.

YES, IT'S POPULAR
Every one who uses
MAPLEINE
likes it. Its flavor wins it favor.
ORDER FROM
WILLIAMS & ROOT
45 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburg, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

A Sales Repeater
FLEISCHMANN'S
YEAST
is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co.
Membership 6,000 Growers
Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St., New York

Read The Advertising World
for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

The Reputation and Standing of
Walter Baker & Co.'s
Cocoa and Chocolate
Preparations

Registered, U. S. Pat. Off.
Have been built up by years of fair dealing, of honest manufaeturing, an unwavering poliey of maintaining the high quality of the goods and by extensive and persistent advertising.
This means for the groeer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.
The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by
WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

The Grocery Markets

Tea.

The tea market shows no change for the week. The demand is still good and the entire situation is healthy and active. Prices are unchanged for the week. Perhaps Blacks are feeling a little firmer, but there is no quoted advance.

Coffee.

The market for Rio and Santos has been somewhat weaker during the week without any quotable decline, except in options. The cause of the weakness is the report that Brazil has taken over a number of German vessels and will therefore be able to ship coffee to this country which could not be shipped before because of the lack of vessels. Actual coffee has not yet become affected by this, but is reasonably sure to be later if it proves to be correct. Milds are still firm and in fair demand. Java is very scarce and high. Mocha unchanged and quiet.

Sugar.

The sugar market is about as it was a week ago. Raws have eased off a trifle but are still quoted at 5.79. Refiners are still quoting 6.90 to 7 cents for granulated and the entire situation is just about as strong as it has been at any time. There appears to be no reason for expecting any materially lower prices in the near future. The consumptive demand for refined sugar is good.

Syrup and Molasses.

Glucose remains unchanged for the week and so does compound syrup. The demand is seasonably fair. Sugar syrup is exceedingly high and is working higher all the time. The demand is light. Molasses unchanged and quiet.

Fish.

There is no change to report in mackerel during the week. The situation is just about as it has been, stocks being very low and prices correspondingly high. There is a regular demand all the time, but it is greatly curtailed on account of the high prices. Cod, hake and haddock are unchanged in price and in fair demand. Salmon is still wanted, and low grade Alaska brands are firm. Horse Shoe salmon advanced 5 cents during the week, but the balance of the line is unchanged. Imported sardines are still very scarce and very high. Domestic sardines quoted at ruling prices.

Canned Goods.

Tomatoes remain unchanged from a week ago. The demand, though very small, seems to be taking all the offerings, thus keeping the market steady. There is no important change in sight. Corn is in good shape though unchanged for the week. Demand very fair. Peas quiet and still inclined to be heavy. Apples are very dull but at unchanged prices. California canned goods show no change anywhere, and a fair seasonable demand. Small Eastern staple canned goods unchanged and quiet.

Butter.

The butter market is very active and the prices on the top grades are unchanged, but under grades show an advance of 2 to 3 cents per pound. Consumptive demand for butter is very active and the market is firm. If there is any change it will likely be a slight advance.

Eggs.

The egg market is firm on the present basis—no quotations, with a fair consumptive demand. The quality arriving is the best of the season and no immediate change seems in sight.

Cheese.

The cheese market is firm with a moderate consumptive demand and very light stocks. Quotations have been advanced ¼ cent during the week. The market is firm throughout on the present basis, but seems unlikely to make any radical change.

Provisions.

All cuts of smoked meats, including picnic hams, regular hams, skinback, bellies and bacon are in good consumptive demand at unchanged prices. Pure lard and compound are unchanged and in moderate demand. Barreled pork, dried beef and canned meats are all unchanged and in fair demand, but canned meats are due to go higher, on account of the high prices of raw material. Some holde already advanced canned bo

Dried Fruits.

Prunes are very much u and the undertone is decide on account of the English on American dried fruits. and apricots are both ur with seasonable movemen rants are still high and th ence between barrel goods tons is somewhat lower th

Beans and Peas.

Pea beans have advanced per bushel during the week present quotation in a la f. o. b. is $3.90 per bush reason for the advance a be a large movement tow ada. Marrows are about u for the week. Demand fa fornia limas are a shade Demand moderate. Gr Scotch peas unchanged an

INDIVIDUAL MARKET R

Imported Fish Special

Lent has brought forwar good demand for all kinds fish, in particular for her mackerel. Imported herrin rather scarce, the principal bu been done in American herri is really remarkable to see some of those American h they are well cured, are takin trade which formerly never d handling any American herri scarcity of foreign herrings t will certainly mean quite an to the American herring in t because even if foreign her again be plentiful in this ma of the trade will continue to American product.

The demand was especially Norway mackerel of all k stocks in first hands with ve ceptions have been readily steadily advancing prices.

STROHMEYER &
New York.

Spices.

The market continues excee tive. The consuming deman at present. There is a very with an upward trend in mo Shipping conditions are as m tled as heretofore.

Pepper.—Prices, while gen changed, are firm. The large tion, however, is unabated. also a future export deman grades.

Cloves.—Unsettled, with sli er tone. Prices are unchang the week.

Pimento (Allspice).—Ve higher on account of cables England and Jamaica. Th closed firm with upward tend

Mace.—Quite scarce and in mand at unchanged prices.

Nutmegs.—In very steady slightly firmer prices. Supply is insufficient for American

Cassias.—Sagon quiet to st tavia very scarce and in bette China grades exceedingly sca active demand.

Gingers.—While unchanged fair demand. Prices steady.

McCORMICH
Baltimore, Md.

Are You in Doubt ?

It in doubt what baking wder to tie to, to feature d to establish as your ider, decide on **Rumford.** hy ? Because it satisfies re people than any other pe of baking powder ade.

umford powder is a real osphate powder, ideal m every standpoint— m the health standpoint. n the leavening stand-int.

Something more you ll not be displeased to ar—it probably pays a tter profit than any her good baking pow-r on the market.

And there is no better, eadier seller anywhere.

Rumford Chemical Works

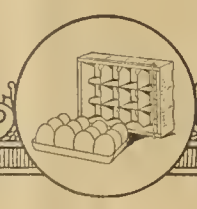
Providence, R. I.

This grocer is putting up a dozen eggs every nine seconds, grading them and gaining at least $1.00 additional profit on each case. And besides he is candling every egg in Star Egg Carriers and can guarantee the quality.

He'll tell you there is big money in eggs.
Our booklet S-209 tells how to make it.
Write for a copy.

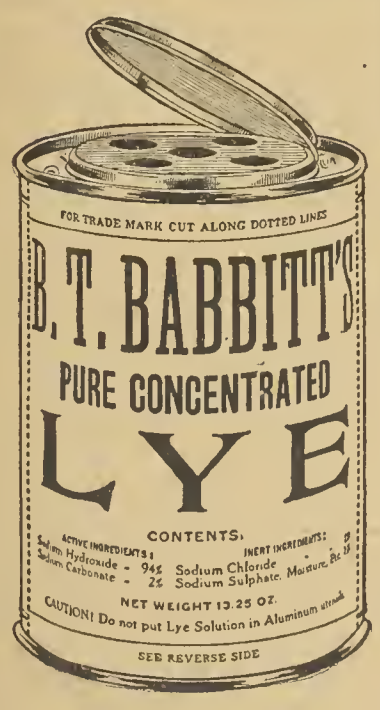
STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK



BABBITT'S PURE CONCENTRATED LYE

"Keeps its strength to the greatest length"



and that's why consumers know it's "The Lye to Buy." There are many uses for lye and its virtue all lies in the way it is made, just as its sale depends on the way it's advertised. We keep up its quality and strength. It is unequalled as a home soap maker, disinfectant and deodorizer. The new sifter top tin makes it handy for the consumer to use. Call your customers' attention to this new package and you have additional sales and profits. The Trade Marks are good for valuable and useful presents.

B. T. BABBITT, Inc.

NEW YORK CITY

1845

Doesn't This Date Tell You Something?

¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

Here's the Living Limit.

You know I've had a good bit to say from time to time about getting along with partners and all that sort of thing. If you fellows ever read my guff you'll remember that my feelings about taking a partner are pretty strong. A lot of fellows take a partner the same way they buy a necktie. "Oh, if I don't like it after I get it I don't have to wear it."

The difference being that you do have to wear your partner. Therefore, says I, you ought to do the same amount of thinking when you take a partner that you do when you take a wife.

Well, I've got one to give you on this subject now that's the real human limit. I've run up against some pretty tough nuts, but I ain't ever run up against one like this before, and I don't expect to ever do it again.

This thing is going on in a little town over in New Jersey. It's a place of 600 people and the only store in it is this one I'm talking about.

It's run by a couple of brothers. They're the owners of it and partners.

They ain't spoke to one another for fifteen years!

Partners, running a store! Just try to get that, will you!

Oh my!

The scrap started over their father. One of 'em came down on him for something—I don't know what, and I'll bet they've forgot too by now—and the other took up for him. They had a hot fight that neither of 'em had the gumption to settle and get over with, and then they settled down to not speaking.

For fifteen years they ain't said a word to each other, though they're half owners in the store and are in it every day! By gum, you can hardly believe it, can you?

They tell me the foolkiller never goes to towns of less than a thousand people; I suppose that's the reason. Two funerals would look mighty good in that town, seems to me.

Now I suppose you *can* stop speaking to your partner, and the business still might go on all right. The only thing it would do would be to make you blamed uncomfortable if you were a human being instead of a mule. But in this Jersey case they're fighting in one way or another all the time.

Here's a thing that happened only last week. A salesman went in there to sell a certain line of goods that the store had been handling for a year. A year ago when he sold 'em, it was to one of the brothers I'll call Bill. When he went in there the other day the other brother Charlie was there alone. Bill was out. Charlie wouldn't buy 'em; that was his way of getting square with Bill for buying 'em last year!

But that ain't anything—listen to this: When one of the brothers buys anything, he has to get some outside teamster to haul it in: the other won't let the store team do it!

Oh joy, oh gladness!

Mustn't those wooden-headed Indians look forward to going down to the store in the mornings? Mustn't life be a happy thing to 'em both?

I wonder how their families get along? I didn't find that out, but I have my idea. If the thing has lasted this long, their wives must be the same kind of people as the husbands. If they wasn't they'd have found a way to end it long before this.

Now you know I've stopped speaking to a bunch of people in my time. Everybody has. But I'll tell you this—nobody on top of the earth could make me live with anybody that I didn't think was good enough to speak to. I wouldn't do it if I had to light out and leave everything I owned behind me. Life's so blamed short that I want all the peace and comfort I can get.

I'll tell you what those two ginks need. They need a little old style religion, that's what they need. I was going to say that they wanted a little horse sense, but I guess they're way beyond that. If they ever had any sense it's dried up long ago.

If I wasn't so fat and flabby d'ye know what I'd do? I'd go in that store some day with a couple of sets of brass knuckles on and I'd call out to those brothers: "Here, Bill and Charlie, you come here, both of you. I want you should come here together."

They wouldn't come of course, and then I'd go after 'em. I'd give one a clip alongside the head and *he'd* come. Then I'd go give the other one a clip and *he'd* come. And when I had 'em both standing up before me with their hands on their sore ears, I'd tell 'em in a few well chosen words that they were more kinds of blamed fools that was ever mixed up in one person before, and when I was out of breath and couldn't talk any more, I'd say to Bill: "Bill, you shake hands with Charlie." Bill wouldn't do it and then I'd kick him in the stomach. He'd do it then, and I'd say to Charlie: "Charlie, you shake back." And if he didn't shake back I'd poke one of his eyes out. Then he'd shake back all right.

By rights they ought to kiss each each other—own brothers and after fifteen years and all, but they might be backy chewers and I wouldn't want to kill 'em, just when things were coming out all right.

I wouldn't leave that store till that fuss was over. I'd lick 'em black and blue before I'd le 'em. You know a good would serve 'em right—tw who'll do a thing like tha anything but babies a Babies, that's all they are, a ought to be made to wear d the store.

THE STRO

Opinions Differ as to of Pay-Up Week in merding, Pa.

One Grocer Says It Helped, B Retailers Are Not Sure. Store Got Nothing Out of

Several weeks ago the t Wilmerding, Pa., held a Week. The Burgess issue proclamation setting aside a period and calling on ev who owed money to pay it time. The following Wil retailers have written us as results they had:—

To the Editor.

Dear Sir:—In regard to "P Week" held in Wilmerding, state that the merchants m great success in this town.

I am glad to know that y interested in this and hope th city and many others may me just as great a success as w already accomplished by ha "Pay-Up Week."

This "Pay-Up Week" is benefit, not only to the b men, but also to the patrons

Yours truly,

PAUL RICHT Gr

—

To the Editor.

Dear Sir:—I am doing exclusively a cash busines also give credit to some p friends whom I thought go the "Pay-Up Week" ha shown its effect with my whom I, from the goodn my heart, favored. As on the credit business I fin even the best people who debt it seems to take a effort for them to pay up counts, and invariably peo very friendly to you as l you sell to them, but when y mand payment, then you offensive to them and they q store and form all sorts of tions to you and your busin

In short, my sentiment credit business is:—

Trust a man and you have turn—

A lost claim,
An enemy,
And a lost customer.

My proclamation is CA the goods remain with me.

Forty-seven years in busin have not lost $1,000.

R. P. WR

—

To the Editor.

Dear Sir:—Regarding "P Week" in Wilmerding, we h much to report. This idea w featured here and we had sults worth speaking of fro

Yours truly,

SUTTON & FLUDE Clot

Court at Last Says Legislature May t Prescribe Arbitrary Time Limit lor Keeping Cold Storage Food

air and Lawful Criterion as to Right of a Food to Sold Is Its Wholesomeness. Decision of Buffalo (N. Y.) nicipal Court Agrees With Contention of This Paper.

st important decision has n handed down by Judge of the Municipal Court of N. Y., as to cold storage s, which agrees with a n persistently made by this er since Legislatures first pass cold storage food ., that the Legislature had to prescribe an arbitrary it on keeping foods in stor- use very often food would ctly good and wholesome id of that period, and for- its sale was therefore con-

We have contended that the law could constitution- vas to pass laws forbidding of cold storage food, if n it became unfit for food, s of how long it had been

uffalo case was a chicken ie owners of some chickens them in storage more than months allowed by the rk cold storage act, and rrested. The Municipal ld that they must be dis- Following is a part of the

—

a health law is challenged nstitutional on the ground arbitrarily interferes with l liberty and private property lue process of the law, the must be able to see that it least in fact, some relation public health, and that the health is the end actually t, and that it is appropriate apted to that end. Under e of police regulations, per- ights and private property be arbitrarily invaded, and ermination of the Legisla- not final or conclusive. section is extremely arbi- It prevents the keeping of cold storage by any person n arbitrary period of ten regardless of the question the food is fit for human ption or not. These sections Health Commissioner com- ower of supervision and in- and the power to destroy hat is unwholesome. What s necessary?

at part of the rule laid down Jacobs case, supra, namely, hat the public health is the ually aimed at," is still good ie section in question must clared unconstitutional, be- ts real purport is not to pro- health of the people by see- ing that wholesome food products are not put on the market, but its real reason for being is to force upon the market any products that any person may have in cold storage after a definite length of time, and thus force the owner thereof to sell when the market is unfavorable, and generally at a loss.

The cases at bar are glaring examples of the unreasonableness of such a statute.

The defendant McFall had the chickens in storage for his own private use, while the defendant Tuttle was a dealer in poultry; yet upon the mere fact that this poultry had been in storage far more than ten months, the defendants were compelled summarily to dispose of the same, regardless of the fact of its unfitness for use.

The State offered no evidence upon the question of fitness. It simply proved the prima facie case as required by statute and rested. The overwhelming proof on the part of both defendants in question was that the food was absolutely wholesome. Evidence was introduced showing experiments that had been made with great care by the Health Department of the city of Buffalo, which showed that poultry kept in cold storage was absolutely wholesome long after ten months.

I do not think that the State can successfully contend that poultry properly kept in cold storage is unfit for use in ten months. If it is actually unfit for consumption the Health Commission has the power to destroy it under the section above referred to, and Section 337 is consequently unnecessary and need not be invoked by the Health Commissioner in order to protect the community.

There is a decision by the New York Supreme Court which says that the provision of the law prescribing an arbitrary time limit for cold storage food is constitutional, and Judge Noonan referred to this case, but said the facts were somewhat different from the case he was deciding.

Are You Watching the Dry Goods Boom?

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale distribution of dry goods for the week shows a very large increase over the same period a year ago.

Road sales for both immediate and future delivery are continuing in heavier volume.

Customers have been in the market in greater numbers.

Collections are normal.

The cotton and silk markets are strong and prices are advancing.

The Quality of Your Product Must Be Preserved

No matter how much merit is contained in your product, it is essential that it reach the consumer in "the pink of perfection."

Heekin Cans

assure you of this, for they retain every good quality.

For crackers they preserve the crispness, flavor and freshness. Size, 15½ in. x 27¾ in.

For coffee they retain the aroma and bouquet. Size, 15½ in. x 20¾ in.

Dust-proof, air-tight, moisture-proof. Painted or stenciled with any design.

Send for sample and see the quality.

The Heekin Can Co.

New St. and Sixth Ave. **Cincinnati, Ohio**

"Heekin Can Since 1901"

The Best Pickle Salesman!

"Crackerjac" Steel Slide Sanitary Display Racks

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower priced than any rack on the market.

No. 260, 6 Jars, $20.00
No. 258, 9 Jars, $25.00

It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars. Channel Steel Bases with Casters. All Sizes. Send for Catalog.

Salesmen Wanted

Evan L. Reed Mfg. Co.

101 A Street

STERLING, ILLINOIS

No. 356.—When You Can't Use Your Own Name in Business.

There is a popular idea that every man has a fundamental right to use his own name in his business, and that nothing will be allowed to interfere with that. This is a mistake. Time and time again the courts have peremptorily stopped a man from using his own name in connection with his own business, the reason for such action always being that to let him use his name as he proposed to do, would work an injustice to somebody else. The following letter brings all this up and will enable me to explain it. The subject is of importance to everybody in business, whether manufacturer, wholesaler or retailer:—

Jersey City, N. J.

I hope you will pardon me for trespassing upon your time, but the question is so pressing and important that I feel I should like to have your views. My grandfather made a medicinal preparation—he was a doctor and druggist—which came to have quite a demand, and which came to be called "Foster's Powders." He left the business to my father, who continued to sell the preparation under the same name, "Foster's Powders." It is an old-fashioned formula, which has never been improved or changed in any way, and which contains, in the light of modern science, several unnecessary ingredients. There is also one ingredient which I claim is harmful.

My own name is Foster, of course, and I have taken a course in chemistry and also in pharmacy. I believe I can improve the formula very decidedly, and proposed to my father that I do so, but he refuses, and I decided to put a powder of my own on the market called the "Improved Foster Powders." I had my preparations nearly made when I was served with notice by a lawyer that suit would be started against me if I went ahead. There is no doubt that my powder would be better than the old one, and as my name is Foster, what right has anyone to interfere with me? Please give me your advice, as my future business is at stake.

Yours truly,
R. K. Foster.

This is a very good type of the cases in which the courts have uniformly refused to let a man use his own name in business. In many cases the thing is done deliberately, in order to butt into a success and gather a part of somebody else's harvest. A man named Blank will establish a chewing gum, let us say. He advertises it and exploits it, and Blank's chewing gum becomes well known all over the United States. Another man named Blank, who may or may not be in the chewing gum business, says to himself, "Here, I might just as well get some of this good thing that is coming to the name of Blank. I will pack chewing gum, too and sell it as Blank's chewing gum." Nine times out of ten that is the motive, and the courts recognizing that, have no scruple in striking down the scheme as soon as it appears.

Sometimes the motive is perfectly honest, but the court's action is the same, if the result would be to confuse the public and send to the second man some trade worked up by the first man.

When I refer to cases which refuse a man the right to use his own name in business, I ought to say that the refusal is to allowing him to use his own name *in such a way that the public may confuse it with a similar name which came into the market first.* Of course he can use it unrestrictedly in other ways.

Here is an extract from a very recent case in which the quarrel was between two men named Case, both of whom wished to make plows and call them Case plows. One man had been making Case plows for years before the other decided he would do it:—

> The legal principles which are controlling here are simply the principles of old-fashioned honesty. One man may not reap where another has sown, nor gather where another has strewn. A man may manufacture and sell unpatented articles and use his own name in doing so, but if another has previously and rightfully made that name valuable as a trade-mark descriptive of the same kind of goods, he has created a property right therein which may not be appropriated by a subsequent manufacturer, even though he bears the same name, and if necessary to prevent that result, conditions and limitations upon the use of the name will be enforced by the courts, which will preserve to the first manufacturer the fruits of his industry and prevent the public from being misled.
>
> There may be found many cases, which, say in substance, that a man cannot be deprived of the right to use his name in lawful business by reason of the fact that the same name has become a trade name used by another, and this is undoubtedly true, but it does not mean that it may be used at all times or on all surfaces or in all possible ways; in a word, it does not mean that the use may not be subjected to such conditions as are adequate to protect the public against deception and business competitors against unfair competition.

In the plow case the court protected the first maker of Case plows by enjoining the second from making "Case" plows, though of course the second man's right to make plows under some other name was not attacked at all. Thus would the court act in every such case, including, I am clear, the case submitted to me above.

(Copyright, March, 1916, by Elton J. Buckley.)

Note.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

California Raisin Crop Three Times That of Spain.

The California raisin crop is now about three times as large as that of Spain, according to a recent publication of the U. S. Department of Agriculture. About 60 per cent. of this crop is grown in Fresno County alone. Last year it is estimated that the entire California crop amounted to 250,000,000 pounds. This unquestionabl greatly increased if the de ranted it. As a matter of ever, it is the practice to p enough raisins to supply t demand. As the domestic c creased, the importations have correspondingly dec 1885 the imports amounte 38,000,000 pounds; in 1915 less than 3,000,000. In the e the industry high prices w the average from 1889 to about 5 cents a pound. began to fall, however, u raisins were quoted as low cent a pound. The grower ceived that in order to m dustry profitable co-operati essary. The first associatio after a career of approx years. Another attempt als failure, and it was not unt a really successful organi formed. An active effort is by this organization to bring more general use.

"Raisin Day" on April 28t

California Raisin Day w brated this year on April 28 Below is the copy of the of

For the past seven years has been celebrated by the r ers. For the past three ye casion has taken on a nati cance, owing to the immense the raisin industry and to t

the nation is practically s California growers.

The grocery trade will be i interested in the celebration Day this year on account of amount of publicity that wi the occasion. Thousand of p ilar to the one shown abov displayed throughout the co in addition to this, national and trade press advertisin particular attention to this o

The Raisin Day Associat has the celebration in cl organization composed of r business men, and has no di nection with any firm or corp gaged in the marketing of the raisin crop.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

g Asparagus.—A recent dem- n of whole canned asparagus such remarkable results that I late it.

all can was cut along length- d at both ends, one side being back. There it lay in perfect It was a "picture to behold," as saying goes. It was placed upon platter, the platter first being th freshly washed spinach. It was scinating and it proved prac- rresistible. This vegetable is at- anyway, but when displayed in liquid and perfectly undis- t becomes doubly so.

* * *

en ought to know not only the canned contents, but you ought a position to describe their ce, and in the asparagus case to tell the number of stalks or in a can. When madam is up a dinner party where aspara- be served, this knowledge of ill be of great assistance to

That reminds us of another thing you probably handle—sandwich bread—which may be of two shapes, the long, square loaf or the round crimp loaf.

Do you know how many luncheon sandwiches either one will make? Haven't you been asked that question lots of times? Get to work and find out before the day is over.

It's a little thing to know, but just because it *is* little is the *very reason* you should know it.

* * *

Dead Stock.—How much dead stock shown up by last inventory is still in your possession? Dig it out and turn it into cash. DO IT NOW.

* * *

Paper and Paper Bags.—These two items represent important overhead charges and both have advanced materially in the past couple of months. "How can I help it?" None of us can help the advance, but each of us can help the *effect* of the advance.

Instead of jamming a few packages as requested into a 14-pound bag, you can wrap them in a single or double sheet. Instead of throwing away paper that you have had under your display or feeding it to the press, you can place it for wrapping purposes. Don't use a five-pound bag when a No. 3 will answer, and don't double tie your string when a "single" will do.

Carefulness along these lines amount to far more than you imagine. Just place a pound of paper on the scale and see how small it looks, yet it now represents 4 cents.

* * *

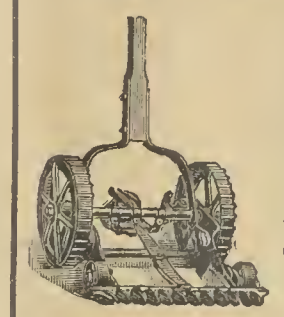
Carefulness is a habit greatly subject to cultivation, and the most forceful method of acquiring it is to put yourself in the boss' place and just imagine that you have to foot the bills.

That's the manly thing to do and the correct thing to do; where any question of economy comes in you can't be loyal to your employer until you are loyal to yourself. It makes no difference what quarrels you may have with him or what disputes may arise between you. let not your loyalty be shaken.

* * *

"Among the faithless, faithful only be,
Among innumerable false unmoved,
Unshaken, unseduced, unterrified,
His loyalty he kept, his love, his zeal.
Nor number, nor example with him wrought
To swerve from truth or change his constant mind
Though single."

Clipper Lawn Mower



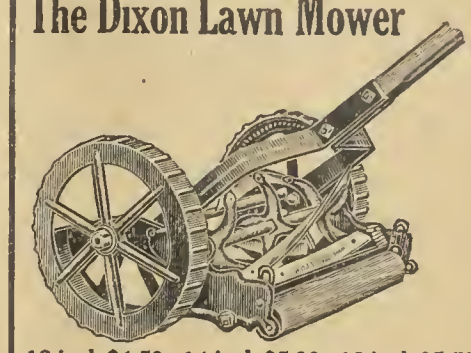
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

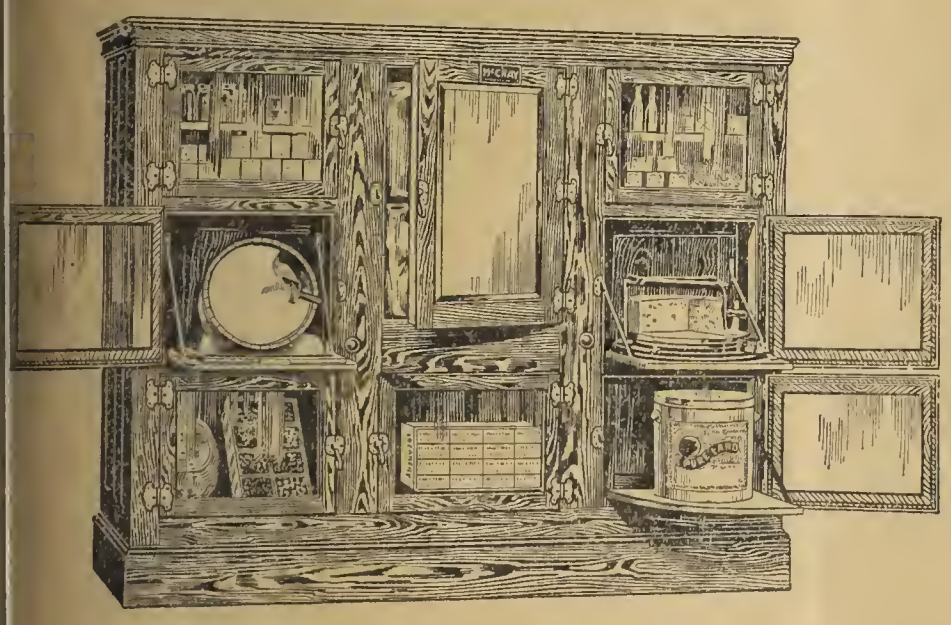
The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS



McCray Grocers' Refrigerators

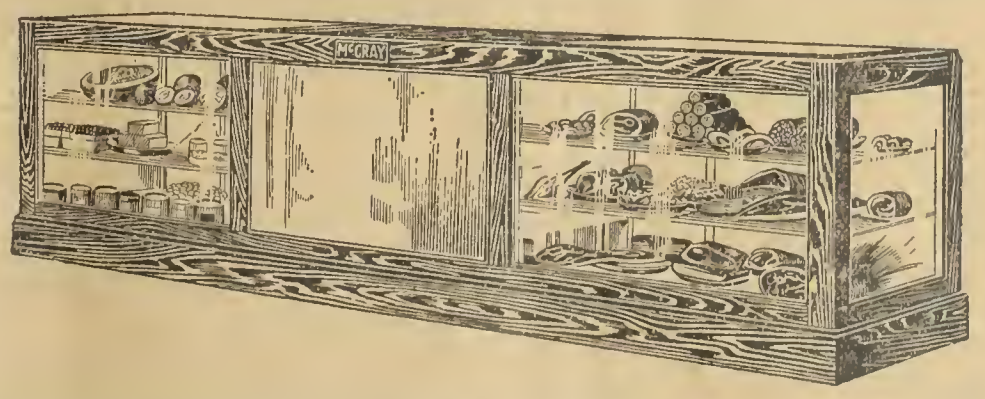
Their construction is scientific. It provides for a constant, rapid circulation of cold dry air through every compartment. All impurities and odors are carried off through the water sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged r either ice or mechanical refrigerators, Or, if you desire our expert draughtsman will design a refrigerator to meet your act needs and to conform to any store arrangements.

Write To-day for Catalog

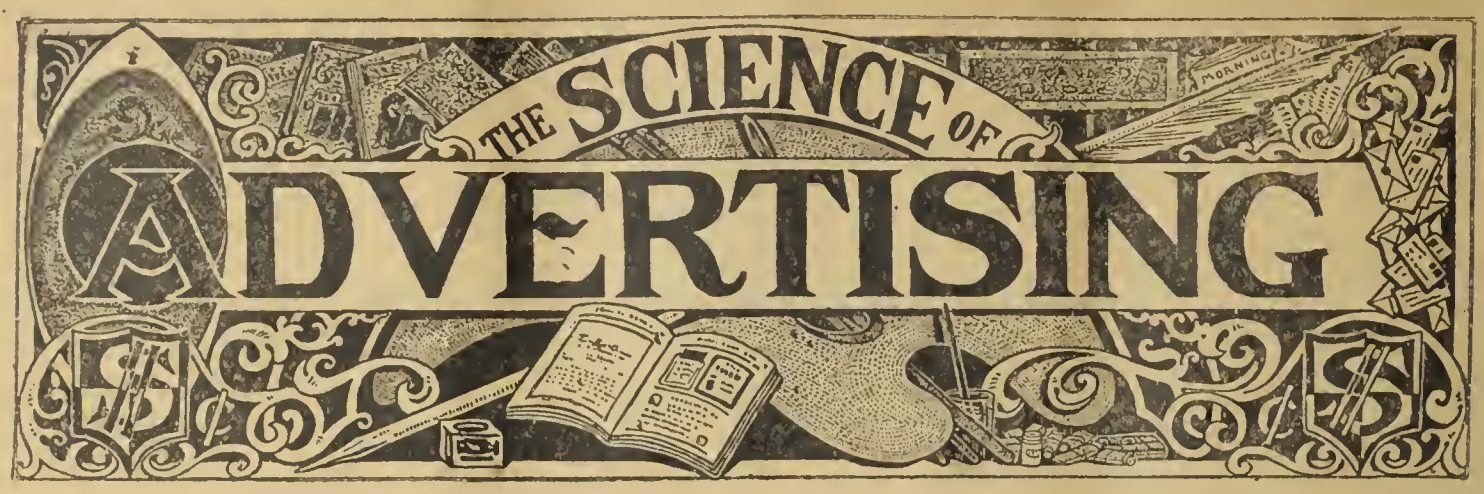
70—For Grocers and Delicatessens. No. 61—For Meat Markets and Gen. Storage
No. 92—For Residences. No. 50—For Hotels and Restaurants.



cCRAY REFRIGERATOR CO., 636 Lake St., Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities



McComb, Miss., Feb. 28, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find a circular letter which I am sending out. Please criticise same and also tell me if you consider it very good policy to advertise by such letters.

Yours truly,
P. E. CULLOM.

The letter enclosed was on the regular letter-head of the store. It was typewritten or very cleverly mimeographed or multigraphed—if it wasn't original typewriting it looked so much like it that nobody could tell the difference. The name of the address, however, was filled in at the top in a different colored ink, which always looks bad. It makes the letter look like a circular. Here is the letter, much reduced:—

P E CULLOM, MGR

TELEPHONE NO 76

THE GOLDEN RULE STORE

WE DO UNTO OTHERS AS WE WOULD HAVE OTHERS DO UNTO US

McCOMB, MISS., February 28, 1916.

Mr. and Mrs. Geo. B. Smith,
McComb, Mississippi.

Dear friends:-

Do you want to save money? Everyone has or should have the desire to lay up something for a rainy day.

We take this method and opportunity of explaining the change that Cullums store has undergone and the basis upon which we are now operating.

We are now buying everything for cash, getting the cash discount and sell for cash strictly. We have but one price for everybody and our method is to give the best service and sell the best goods at as reasonable a price as it is possible for anyone to do. Between you and I, doesn't it sound reasonable that a store run on a "Safety First" plan can afford to sell at a smaller margin of profit? In this way the good do not have to pay for what is lost on the bad.

You people must help us out in this proposition in order that we can help you. The writer is a home boy and intends to build his business on honest and fair dealings.

We ask that you please give this a trial and finally get your grocery business on a cash basis.

Yours very truly,
Peter E Cullom Mgr

P.S.C.--:-L.B.T. THE GOLDEN RULE STORE.

This letter is all right, but I shouldn't expect it to accomplish a great deal. I do not think it is especially strong, and there is considerable matter in it which could have better been omitted. For instance the first paragraph. It is obvious that everybody wants to save money, therefore any discussion of the subject is superfluous. The letter could have better begun in this way: "Let me tell you how you can save some money."

* * *

Next take the second paragraph: It is too long. "Have you heard about our change?" would have said everything and saved two lines. The balance of the letter is good enough as an argument, but people who are being asked to pay cash after buying on credit don't want argument; they want to be shown. Either in your advertising or by word of mouth, you will have to show them that paying cash will benefit them. In sending out a letter like this, I should get all the argument into a very few lines. I should say that I was now buying for cash and getting the cash discounts, which I was never able to do before and which appreciably reduced the *cost* of the goods. I was also selling now for cash, which cut out a lot of bookkeeping and reduced the *selling price*. That is really the whole story of the cash business. After I had said that, I should fill the rest of the space with illustrations—figures showing what I had always had to charge for a certain article under the credit plan, and what I could now sell it for under the cash plan. That's the sort of thing that gets the people. Even that won't get them all, but it will get all that anything will get. I don't believe that letters like Mr. Cullom's, containing nothing but argument without illustration, will convince consumers whose convenience is being threatened.-

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

The North Wales Board of Trade has inaugurated a Town Advertising Campaign.

* * *

The Soho business men have formed an association.

* * *

Mr. Smedley addressed the New Castle Retail Grocers' Association at a banquet held at the Y. M. C. A. Hall on Monday, March 13th. There was a good attendance and much good fellowship. Arrangements are being made a meeting of retail grocers a clerks, at which Mr. Smedley liver an address. The New C sociation is a live wire body o

* * *

The meeting scheduled for S March 15th was postponed.

* * *

On Thursday the merch Washington County met at and formed a county org which promises to be a big Three sessions were held. T ing was devoted to adopting tution and By-Laws and elec cers. J. D. Berryman was elec dent; first vice-president, W. Murray, Burgettstown; seco president, O. G. Frazier, Don vice-president, C. N. Savage, nia; directors, L. Ochs, Wa Geo. B. Sprowls, Clayville, a Donley, Cannonsburg; secret urer, C. M. Ketchum, Washin objects of the association are tection and advancement of interests of the business an sional men of the county and motion of such activities as most materially to develop ci mercial, industrial and agricult perity. Luncheon was served delegates during the noon re the afternoon Charles M. made an address on "Commu velopment;" William M. Smed on "The Sale and the Custome Raub, ex-president Pittsburg Men, gave a talk on "Credit McKee, county agriculturist, a Munce made splendid addr "Cultivating the Good Will Farmer."

In the evening Walt S. Goo New York, gave a "Chalk Tal smoker and dinner followed. of this new organization is 1,0 bers. The next convention wil at Cannonsburg.

* * *

On the evening of March Smedley visited the Tarentum tion and made an address. Th of the best associations in t and one of the most active. Toepfer and Secretary Spot splendid leaders and the memb large and influential. The a has a splendid office and meeti takes active part in civic aff thoroughly safeguards the int its members.

* * *

Mr. Smedley made an ad March 17th at the noon-day of the American Specialty Ma ers' Representatives' Associati Fort Pitt Hotel.

* * *

On March 17th Mr. Smed dressed the McDonald Busine Association at a banquet held New Commercial Hotel. It wa joyable occasion and well atten

* * *

The annual convention of th west District merchants will at the Fort Pitt Hotel, Pittsbu March 27th. A big programme prepared.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Make the Salesman Tell You Why

Here and there you will find a retailer who asks every strange salesman, before he lets him talk, whether he uses a specialty stamp on his orders. If he says no, there is no deal.

This is pretty radical, and we don't advocate it. Every salesman, presumably honest and hard working, should be given a chance to tell his tale.

But we do believe this:—that if he says he doesn't use the stamp, he should be made to give an exceedingly good reason why, before his unstamped order is signed.

If his company and his goods are all right, there cannot be a good reason why he doesn't use the specialty stamp.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street, Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews,
Prattsburgh, N. Y.

Offer No. 108.

We offer the following peanut butter:
15 glasses Heinz 10-cent size, at 7 cents per glass.
21 glasses Heinz 15-cent size, at 10 cents per glass.
4 glasses Beech-Nut, 25-cent size, at 17 cents per glass.
25 glasses Beech-Nut, 15-cent size, at 10 cents per glass.
10 glasses Beech-Nut, 10-cent size, at 7 cents per glass.
8 glasses Martha Washington, 5-cent size, at 3 cents per glass.
F. O. B. Lititz.

We make our own peanut butter, therefore we cannot sell any other kind.
Leaman & Leed, Lititz, Pa.

Offer No. 109.

One type "C-A" Westinghouse Motor, one-sixth horse-power, single phase, 110 volt, alternating current, 60 cycles, 2-hour rating; complete with small pulley on motor shaft; large pulley also. Suitable for coffee mill, beef cutter, etc. Can be attached to lamp socket of 660 watt rating. This motor is strictly new, never been used. Cost $25, will sell for $15. E. E. Hudson,
Chestertown, Md.

Offer No. 110.

We offer Lipton's Tea at a bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. Cupp Grocery Co.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. Harry Barsky,
2300 Carson St., Pittsburgh.

Offer No. 113.

29 packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by the Pure Food and Drug Act, June 30, 1906. First-class condition; will sell same at 5 cents per package of 3½ ozs. each.

90 cakes Cygnet Soap, for toilet and bath, 5-cent size, at 2½ cents per cake.

40 one-pound cans of Pearl Cleanser, 10-cent size, at 5 cents per can.

50 one-pound packages of Pear' Soap Powder, 10-cent size, at 5 ce package.

If interested in any of the named, address

P. O. Box 46
Fleetwood

Important Notice to those Adve in the Exchange Departme

If the goods advertised do no after four weeks, will the owner notify us, so that the offer may continued? We desire to keep partment as clean and fresh as p and if goods don't move in four they will probably not move at a

Dayton Moneyweight Sca
S. M. TEMPLETON
1313 Arch Street, Philadelphia, District Sales Manager

WE WANT SALESMI
High grade men to call on Groc in connection with Star Egg C riers and Trays, in use to-day 63 per cent. of the grocers of country. We have openings i few desirable territories, wh offer excellent opportunities to n of ability.
For particulars, apply
STAR EGG CARRIER AND TRAY MFG.
ROCHESTER, N. Y.

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchana Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet S Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale Hous Chicago, Ill. (tf)

Wire and Metal Goods Novelties

Rockwell-Clough Co., Alton, N. I

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St New York City.

you're not buying fruit and vegetables comfortably or right, send us one order

¶ It may be that we're the house you have been looking for all the time. The house you can send an order to and *know* that it will be filled with the best the market will give us, and that the price will be fair.

¶ Houses you can feel that way toward are scarce. We say what we said last week—a house has to be in business a long while to realize fully that satisfying the customer is sometimes more important than profit. We have been in business fifty-five years.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per H. S. bbl..... 3 25
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$7 00–
Regular Jersey, good color, long keepers, per bbl. 5 00–
Regular Jersey, good color, long keepers, per crate 1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $2 75
Extra Fancy, 360s, very fine, per box 2 50
Messina, Extra Fancy, 300s, per box 2 75

Extra Fancy New California Navel Oranges.

100s and 126s, per box.....$2 75
150s, per box 3 25
176s, 200s, 216s, per box..... 3 50

Fancy Florida Oranges.

126s, per box $3 50
150s, per box 3 75
176s, 200s, 216s, per box..... 4 00

Extra Fancy Florida Grapefruit.

36s, per box $2 50
46s, per box 3 00
54s, per box 3 25
64s, per box 3 25
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$12 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

WANT DEPARTMENT

to Want Advertisements inserted in this department may be addressed to the "Modern l Grocery World" when desired, provided the advertisement is accompanied by 10 cents in y for remailing the same. The price of each insertion is two cents per word in advance.

ATION WANTED

).—Young man, thoroughly d in all branches of grocery nderstands buying, has good and can sell goods, would like t with some good concern, or retail, at a moderate salress E. M. J., care Grocery blication Co., 927 Arch St, ia. 16

).—Live wire open for a good ne by April 1st, covering Vir- West Virginia; established erences A No. 1. Address e Grocery World Publication rch St., Philadelphia. 13

WANTED

).—A second-hand electric 100 volt, 60 cycle, A. C. motc. Address E. Zimmerman & ourse, Pa. 14

).—A large glass-front refrigood condition; state size, long in use, condition and dress H. D. Leman & Co., Pa. 14

SALE OR RENT

ESS OPPORTUNITIES

).—To sell interest in mercan- ation, capitalized at $10,000, l controlling interest to right party. Located in good South Carolina town, with good school. Address Mercantile, care Grocery World Publication Co., 927 Arch St., Philadelphia. 14

FIXTURES.

FOR SALE.—One $75, practically new, American cash register, for $40. One $100 Hammond typewriter, rebuilt, for $18. Selling them because we have no further use for them. Address Medford Grocery Co., Medford, Md.

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

STORES.

FOR SALE OR RENT.—Corner property, twenty-two room double dwelling, with two stores, price $9,000; delivery wagon, $35; single harness, $8. Will rent stores, $15 per month. Address owner, F. A. Adams, Ocean City, N. J. 13

FOR SALE.—An old-established general merchandise business in good furnace town; stock and fixtures at invoice; no charge for good will; three-story brick business block, fronting on trolley line; at reasonable price. Western Maryland and B. & O. Railroads locating yards just below the town. Address Geo. H. Swearinger, Dunbar, Pa. 16

FOR SALE.—Up-to-date grocery store, located at Fourth and Pine Sts., Easton, Pa., formerly conducted by the late William H. Schug. Doing a large business. Open to inspection at any time. Address Harold W. Schug, 723 Washington St., Easton, Pa. 13

FOR SALE.—Grocery store at inventory, no charge for good will. Building at reasonable figure and easy terms. Address E. G. Koegel, Lehighton, Pa. 14

MISCELLANEOUS.

FOR SALE.—Pennsylvania white potatoes, good size and sound stock. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 14

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curr

CORRECTED WEEKLY. MARCH 27, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES

Sugar
Green Coffee
Roasted Coffee in Bulk
Bluing—Dry
Paper
Flour
Lye
Provisions
Lard and Compouud, Swift'
Dressed Meats
Live Poultry

DECLINES

Eggs

—1—

SUGAR.

	Barrels.
Cut Loaf	8.20
Eagle Tablets	9.05
Crystal Dominoes, 24 5-lb. pkgs	10.05
" 60 2-lb. pkgs	10.05
Patent Cubes	7.55
Confectioners' Lozenge	7.20
Powdered	7.15
Fruit Powdered	7.05
Dessert and Table, 2-lb. cartons, 48 lbs.	7.35
Granulated, fine or standard, McCahan	7.05
" " Franklin	7.10
" extra fine, bbls.	7.05
" " 2 lb. bags	7.45
" " 5-lb. bags	7.45
" " 10-lb. bags	7.35
" " 25-lb. bags	7.25
" " 100-lb. bags	7.05
" coarse	7.20
Confectioners' Crystal A	7.05
A Confectioners'	6.95
A No. 1	6.90
A No. 2	6.85
Franklin B	6.70
Extra C	6.45
C	6.30

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.30 -.31
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼ lb tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Red Label, I. and C.	.56	.57	.58
Green Label, I. and C., For Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz.	1.66
" 6 oz., 2 doz.	2 15
" 6 oz., 4 doz.	4 25
" 6 oz., 6 doz.	6 20
" 6 oz., 12 doz.	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz. per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	6.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13½
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31½
Mocha, fioest	.28½
Mocha Seed Santos, extra fancy	.16½
Carcacas, extra fancy, washed	19½
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.15½
Santos, extra fancy	16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" Imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	4.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c pkgs., 16 10c. pkgs. per box	2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 [illegible]
French Laundry, large, ½ gross bbl. per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bake use, 30-60 lbs.	
" 5 and 10-lb. rolls, and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Millben Farm, lbs. and ½ lbs.	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes.	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. case	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	

JARS AND JAR RUBB

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross b	
" medium, 1 doz. cartons, 5 gros	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. les	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.	

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

s—	
.....	.95
No. 2.....	.95
s, 16 oz., tomato sauce or Boston ..... per case	1.90
No. 2.....	1.40
o's, No. 2.....	1.40
k's, No. 2	1.35
No 2.....	1.40
ad, No. 3.....	1.25
No. 1.....	.55
New Jersey, No. 3.....	1.20
Maryland, No. 2.....	.85
" No. 3.....	1.15
—	
New Jersey, No. 2.....	1.15
Maryland, No. 2.....	1.20
nall, No. 2.....	1.50
s—	
, New York, No. 2.....	1.10
cy, New York. No. 2	2.00
ew York, No. 2.....	1.50
, Maryland, No. 2.....	.50
Beans—	
New York, No. 2.....	1.00
Maryland, No. 2.....	.85
Illinois, No. 2.....	.95
, New York, No. 2	.90
ew York, No. 2.....	1.00
, Maryland, No. 2.....	.75
Maine, No. 2	1.25
laine, No. 2.....	1.25
, No. 2	.85
ain, No. 2.....	.75
, New York, No. 2	1.15
ew York, No. 2	1.50
ed, New York, No. 2.....	2.00
, Southern, No. 2	.75
uthern, No. 2.....	1.00
ed, Southern, No. 2.....	1.40
, Indiana, No. 2.....	.75
diana, No. 2.....	1.00
ed, Indiana, No. 2.....	1.40
, Wisconsin, No. 2	1.10
isconsin, No. 2.....	1.40
ed, Wisconsin, No. 2.....	2.00
New York, No. 2.....	.....
" No. 3.....	1.25
New Jersey, No. 2.....	.....
" No. 3.....	1.10
, New York, No. 2.....	1.00
ew York, No. 2.....	1.25
Maryland, No. 2.....	.90
ichigan, No. 2.....	1.20
o. 2½.....	2.00
No. 2¼	2.20
o. 2½	2.50
1.....	2.25
, New York, No. 3.....	1.00
New Jersey, No. 3	.85
Maryland, No. 3.....	.95
—	
New York, No. 3.....	.80
Maryland, No. 3.....	.75

alifornia Canned Fruit.

o. 3	2.75
o. 2½	2.10
ndard, No. 2½	1.75
No. 2½.....	1.50
ars—	
o. 3.....	.....
o. 2½.....	2.50
ndard, No. 2½	2.30
No. 2½.....	2.15
ries—	
o. 3.....	.....
o. 2½	2.90
ndard, No. 2½	2.50
No. 2½	2.25
mon Cling, Sliced—	
o. 3	2.95
o. 2½.....	2.00
ndard, No. 2½	1.75
No. 2½.....	1.50
mon Cling—	
o. 3.....	2.95
o. 2½.....	2.00
ndard, No. 2½.....	1.75
No. 2½	1.45
llow Crawford—	
o. 3.....	2.80
o. 2½.....	2.00
ndard, No. 2½	1.70
No. 2½.....	1.40

astern Canned Fruits.

State, No. 3.....	.90
" No. 10.....	2.75
—	
No. 2.....	1.35
No. 2	.....
ix, light syrup, No. 2	1.35
heavy syrup, No. 2.....	1.50
o. 3	1.35
No. 3.....	1.15
.....	.85
Extra Standard, No. 2½.....	2.00
rup, No. 3.....	.....
ter, No. 3.....	.....
rup, No. 2½.....	1.25
up, No. 2½.....	1.00
—	
water, No. 2.....	1.40
s—	
served, No. 2.....	1.80
l, No. 2.....	1.60
No. 2.....	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½.....	2.00
" Standard, No. 2½.....	1 75
" Extra, No. 2	2.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.....	2.32½
" " No. 2, 2 dos.....	3.75
Clams—	
Star, No. 1, 4 doz.....	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 2, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.....	1.50
" No. ½, flat, 4 doz.....	2.60
Mackerel—	
Pickert's, soused. No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.....	1.45
Normanna, Bordelaise Sauce, 100s.....	15.00
" Soused, ½s, oval, 100s.....	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s.....	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s.....	15 00
Oysters—	
Boyer's, No. 1, 2 doz.....	.85
" No. 2, 2 doz.....	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s.....	.....
" Boneless, ½s, oval, 100s.....	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s.....	15 00
" Cod, 1-lb. round tins, 100s.....	24 00
" " high oval tins, 100s.....	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	2.50
Alaska, red, tall.....	2.75
" medium red, tall.....	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet.....	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.....	12.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s.....	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.....	26.00
Boneless and peeled, ½s.....	24.00
" D. & G., ¼s.....	26.50
" Ispa, ½s.....	28.00
" Gondolier, ½s, 100.....	23.00
" Landell, ¼s, 100.....	9.50
" Martell, ¼s, 100	20.50
" " ½s, 100	15.00
" Loyal, ¼s, 100.....	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 200	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100.....	12.50
Spiced, ¼s, 100.....	10.00
Royanette, oval, ¼s, 100.....	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100.....	15.00
" ¼s, tomato sauce, 100.....	15.00
" ½s, olive oil, 50.....	13.25
" ½s, tomato sauce, 50.....	13.25
Sea Queen, ¼s, olive oil, 100.....	14.00
Sea Pearl, ¼s, olive oil, 100.....	12.00
Tea Time, ¼s, olive oil, 200.....	11.00
"Herringlets," olive oil, 50.....	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless.....	15.00
" ¼, peeled and boneless.....	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 200.....	2.50
¼s, key, 100.....	2.75
Irma, ¼s, 100.....	4.00
Pickert's, Rival brand, carton, ¼s, 200	3.90
" " " ½s, 200	6.00
Mustard—	
Irma, ¼s, 200	4.00
¼s, 100.....	2.25
¼s. 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50.....	3.80
Gold Label, ¼s, 50.....	4.50
" ¼s, 100.....	7.00
Underwood's, ¼s, 50.....	4.50
Pickert's, Crown brand, ¼s, 48.....	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 2, 2 doz.....	2.50
No. 2, 2 doz.....	4.70
Hash, No. ½, 2 dos.....	1.00
" No. 2, 2 doz.....	2.25
" No. 2, 1 or 2 dos.....	3.50
" No. 6, ½ or 2 dos	23.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz.....	2.40
" No. 2, key, 1 doz.....	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.....	1.40
" No. 1, 2 doz.	2.40
Veribest, tins, small, 2 doz.....	1.85
" " large, 2 doz.....	3.25
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.....	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.....	.90
" No. 1, 2 doz.....	1.85
" No. 2, 1 doz.....	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No 2, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾.....	1.40
Chicken, No. ¾	2.25
Ham, No. ¾.....	1.40
Veal, No. ¾.....	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz.....	2.40
No. 2, 1 doz.....	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.....	1.95
" No. 1, 2 doz.....	3.60
Libby's, No. 1, 2 dos	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.....	5.75
" No. 1½, 1 doz.....	8.35
" No. 2, 1 doz.....	9.15
" No. 2½, 1 doz.....	11.95
" No. 3, 2 doz	15.35
Libby's, No. 2½. 1 doz.....	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 os., 4 dos.....	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.....	2.50
Chicken Liver, 4 oz., 2 doz.....	2.50
Armour's—	
No. ¼, 4 doz.....	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.....	1.40
Tongue, No. ¼, 2 doz	2.40
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.....	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham.....	2.40	2.50
Tongue.....	2.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken.....	2.00	3.00
Turkey.....	2.00	3.00

No. ¼ packed 4 dos. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s.....	30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.....	2.95
Libby's—	
No. ¼, 2 doz	2.70
No. ½, 2 doz	2.40
R. & R., No. ½, 4 doz.....	2.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 dos.....	2.15
" No. ½, 2 doz.....	3.45
" No. 1, 2 or 2 doz.....	6.30
Turkey, No. ½, 2 doz.....	.....
" No. 1, 1 or 2 doz.....	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½.....	3.40
" No. 1.....	6.00
Turkey, No. ½.....	3.40
" No. 1.....	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½.....	9.50
" " No. 2½.....	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 2 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz.....	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle.....	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle.....	10.00	5.50	3.00
All others.....	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case.....	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle.....	6.50	3.50	2.00
" clear.....	7.25	3.75	2.25
Terrapin.....	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato.....	.90

CHOCOLATE AND COCOA.

	Per lb.
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size.....	1.55
24 cakes, 10c. size.....	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs.....	.29
" ¼ lb., 12 lbs.....	.29
Caracas, sweet, 6 lbs., ½ and ¼-lb cakes...	.26
German's, sweet, 12 lbs.....	.20
Auto, sweet, 6 lbs.....	.33
Cocoa, ¼-lb. cans, 12 lbs.....	.34
" ½-lb. cans, 6 lbs.....	.34
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size.....	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs.....	.29
Best Sweet Chocolate, ½s, 6 lbs	.26
" " ¼s, 6 lbs.....	.20
Vanilla Chocolate, ½s, 6 lbs.....	.26
Hersbey's—	Per box
Milk, 24s.....	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz
Grand brand, ¼-lb. tins, 2 doz.....	1.88
" ½-lb. tins, 2 doz.....	3.50
" 1-lb. tins, 1 doz.....	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case..... "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes....	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes.....	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton....	.80
Almond Bars, 24 cakes to carton.....	.80
" 12 10c. cakes to carton.....	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes.....	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes.....	.23
Chocolatina, 24 cans to box.....	1.85
Lowney's—	Per lb.
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ¼-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins.....	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins.....	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes.....	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box .83
Milk Chocolate, 50 5c. pkgs. in box, per box 1.60
Milk Chocolate, 25 5c. pkgs. in box, per box .80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs..... .30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs..... .30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case..... .30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18½	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans.....	2.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45

Milk Chocolate Towers, 5-lb boxes, 20 boxes in case ..... .50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case..... .56

Bensdorp's Cooking Chocolate— Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case..... .30

Bensdorp's Turinos—
5 lbs in box, 20 boxes in case..... .50
1 lb. boxes, 30 boxes in case ..... .55
½ lb. boxes, 60 boxes in case..... .55
¼ lb. boxes, 90 boxes in case ..... .56

Van Houten's— Per tin
Cocoa, 12-lb. boxes, 1-lb. tins..... .65
" 12-lb. boxes, ½-lb. tins..... .36
" 6-lb. boxes, ¼-lb. tins..... .18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ... .37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes..... .40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box
No. 1, 25 cent size, 6 tablets in box..... 1.15
No. 3, 10 cent size, 24 tablets in box 1.90

Stollwerck's Gold Brand Milk Chocolate—
No. 51, 25 cent size, 6 tablets in box..... 1.15
No. 53, 10 cent size, 24 tablets in box..... 1.90

Stollwerck's Cocoa— Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes..... .41
No 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes ..... .41

PAPER.

Scott Paper Co.—
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls..... 3.00
Stock No 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons..... 3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls 3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.40½	¼ lb.....	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream
15x20, 5 reams in bundle..... .60
20x30, " 1.15
24x36, " 1.55

Butter, Parchment— Per pkg.
8x11, 1000 sheets..... .70
9x12, " ..... .82
18x24, 50-lb. bundles of about 1200 sheets, per lb. .12

Toilet— Per case
Extra quality, 100 rolls..... 6.00
Good " 200 " 5.25

Butter, Wax— Per pkg.
9x17, about 480 sheets..... .15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.6[illegible]	.4[illegible]
2 "	6M	.87	.62
3 "	5M	1.[illegible]3	.75
4 "	4M	1.2[illegible]	.93
5 "	3M	1.47	1.08
6 "	3M	1.[illegible]2	1.30
8 "	2M	2.[illegible]1	1.52
10 "	2M	1.42	1.71
12 "	2M	2.[illegible]3	[illegible]
14 "	1M	[illegible]7	1.5[illegible]
16 "	1M	[illegible]	1.77
20 "	1M	[illegible]	[illegible]
[illegible] "	1M	4.7[illegible]	3.[illegible]

[illegible] Sacks, satchel bottom—

Majestic Ex Heavy	Plain per 10
12½ lbs., ⅛ bbl.....	.42
24½ lbs., ¼ bbl.....	.70
49 lbs., ½ bbl.....	1.40

No. 2, Manilla light weight— Per lb.
12 in rolls..... .03¾
15 " ..... .03¾
18 " ..... .03¾
20 " ..... .03¾
24 " ..... .03¾

—10—

Silk Fibre, No. 1—
9 in. rolls..... .03½
12 " ..... .03½
15 " ..... .03½
18 " ..... .03½
20 " ..... .03½
24 " ..... .03½
30 " ..... .03½

Paper Towels—
25 rolls, 150 towels each, with holder and basket..... per case 4.25
25 roll lots ..... " 3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.65
Magnolia	5.20
Dime.....	3.90
Baby, 1 doz., glass.....	2.10
Peninsular.....	4.75
Star, 4 doz.....	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	2.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" hotel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles.....	.10
Bisque Water.....	.10
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.10
Water Crackers.....	.09
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.17
Sweet Marie.....	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Graham Wafers.....	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09½
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, .38.... less	.39
Sap Sago, 3 to lb.....cask, per lb.	.....
" .....less than cask, "	.29
Roquefort.....12 in case, "	.....
" .....less than case, "	.53
Parmesan, about 30 lbs.....loaf, "	.38
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" In tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.60
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.32
" " .....less than loaf	.33
" square loaves, No. 1, about 25 lbs. each.....per lb.	.28
Limburger, No. 1.....box and ½ box	.19½
" " .....less than ½ box	.21
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	.22
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45
	Per box.
Fromage de Brie, M. C. C , 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.	.....
Weiner Wurstel, 16 in tin.....per doz.	.....
" 8 in tin..... "	.....
Imported Cervelat Sausage, Rolff's.....per lb.	.....
Imported Frankfurters.....per doz.	.....
Goose Breast, Imported, marked weight, per lb.	.....
Pate de fois Gras, small.....per doz.	3.00

American— 50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.27 .30
" (Diamond S.).....	.26 .29
" Peutonic.....	.24 .25
" Gothaer.....	.30 .33
Salami (Circle S.).....	.27 .....
" (Diamond S.).....	.26 .....
" (G. A. P.)	.....
Landjager, short..... per lb.	.35
" long..... "	.....
Mortadella, dry..... "	.....
Knackwurst, 25 in box.....per box	4.75
" .....per doz.	2.40
Tongue Sausage.....per lb.	.20
Smoked Braunschweiger Liver Sausage "	.18
Lachs Ham..... "	.39
Petit Delicatess Frankfurters, plain..per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.	1.00
Lebanon Beef Balogna.....per lb.	.18
Paprika Speck..... "	.18
Mettwurst, half round..... "	.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.	.35
Smoked Thuringer Blutwurst..... "	.....
" Pfefferwurst..... "	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Trip:, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	6.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ½ bbls.....	.....
Milkers, standard, bbls.....	.....
" ½ bbls.....	.....
Scotland—		
Mixed, large, fulls, bbls.....	.....
" " ½ bbls.....	14.50
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

—12—

Marinirte Herring, imported, about 40 in pa
Roll Herring, imported, about 25 in pail.....
Spiced Herring, imported, about 40 in pail..
Norway Stockfish, dry.....per
Matjes Herring .....pi

Bismarck Herring.

Round tins, with key, pint.. .....per d
" " quart.....per
" " 2 quarts.....
" " 4 quarts.....
Roll Mops, 4-quart tin.....
" 2-quart tin.....
" quart tin ... .
Kruger's Roll and Brat Haring, oval tins, d

Russian Sardines.

Imported, Wallkoff brand.....per
" 5-lb. pails.....per
" 10-lb. pails..... "
Cut Spiced, 10-lb. pails..... "
" 5-gal. keg.....per
Russian, in glass jars.....per

Norway Anchovies.

Fancy, keg.....
" ½ keg .....
" ¼ keg .....
" ⅛ keg .....per
Original package.....per ½
Repacked, 5-lb. pails.....per
" 10-lb. pails..... "
" 5-gal. kegs..... per
½-lb. flat tins.....per
½-lb. tall tins..... "
" 1-lb. tall tins..... "

Salt Sardellen.

Original packages, 1902.....per a
Repacked, kegs, about 8 lbs.....per
" pint jars..... ...per
" large tumblers..... "
" small tumblers ..... "

Russian Caviar.

1-lb. tins.....per
½-lb. tins..... "
¼-lb. tins..... "
⅛-lb. tins..... "

German Dill Pickles—Regul

60-gal. casks, about 2000.....per
50-gal. bbls., about 1200.....per
15-gal. kegs, about 500.....pe
10-gal. kegs, about 300.....
5-gal. kegs, about 150.....
10-lb. pails, about 50 .....per

Imported Sour Crout

Magdeburger, 60-65 gal. cask.....

Domestic Sourkrout—Lon

60-gal. casks.....per
48-gal. bbls.....per
10-gal. kegs.....per
5-gal. kegs..... "
10-lb. pails .....per

Imported Lebkuchen

Dampfnusse (Pfeffernusse).....pe
Spitzkugeln .....

Lebkuchen and Brea

Small Basler Lebkuchen, 6 in pkg., per bu
Basler Lebkuchen, No. 1, 6 in pkg., "
" No. 2, 6 in pkg., "
" No. 3, 6 in pkg., "
Amandines, 9-lb. tins.....pe
" small tins.....

Pickles and Onions in Vi

Mixed Pickles and Chow-chow, 5-gal. keg
" " 10-gal. keg

Sundries.

German Egg Potatoes, bags 110 lbs.....per
Green Kern .....pe
Potato Flour.....
German Dried Pears.....
Dried Mushrooms .....
Juniper Berries .....
St. John's Bread.....
Bay Leaves.....

COTTOLENE.

Cases, small, medium or large cans ... .
Tierces, about 350 lbs ....
½ bbls., about 180 lbs.....
Tubs, about 65 lbs .....

CHEESE.

New York, full cream, fancy, old, 40 lbs ...
" " choice, new, 35 lbs
Picnics, full cream, fancy, new, 20 lbs ....
Swiss, domestic, about 30-lb. blocks.....
" about 70-lb. loaves.....
McLaren's, medium, 2 doz. ..... per
" Club, 2 doz.....
Red Edam .....
Philo Cream, 1 doz. 10c. size.....per
Elkhorn Pimento, 1 doz.....

EGGS.

Nearby, candled and selected, 30 doz.....
Western, selected.....
Milben Farm .....
Awitru, packed in cartons.....

—13—

ANCY GROCERIES.

Paste, 5-lb. cans.....per lb.	.33
il, 6 ring bottle.....per doz.	5.00
3 ring bottle. ..... "	3.25
reil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ¾ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case ..... "	4.25
araschino, glass, 1 doz.. "	7.00
er, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
r, pints ..... "	3.60
4 oz ..... "	2.40
2 oz. ..... "	1.40
extra fine ....per case	21.00
sb Oatmeal—	
.....per doz.	3.35
.....per tin	.70
..... "	1.65
almer's Biscuit, packed 7 and 5	
can—	Per lb.
re.....	.24
.....	.33
.....	.33
ring. pints .....per doz.	1.25
" ½ pints..... "	.60
rs, 4 doz.....	1.75
arquett Mushrooms—	Per case
e.....	36.00
tins.....	35.00
tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
klec, small size.....	1.20
nbar's, 2 doz.....per doz.	2.75
al, Bishop's, 1 doz..... "	6.50
Ginger, 1-lb. tins..... "	3.75
½-lb. tins..... "	2.25
Rose's..... "	4.50
Water..... "	2.25
Water..... "	2.25
..... "	5.25
American Food Co.—	Per doz.
invalids, all kinds, ½ pints, 4 doz.	1.40

ON CUBES AND LIQUIDS.

on Cubes—	
cubes.....	1.70
cubes.....	.90
ls, 12 cubes each	2.75
Bouillon—	
es, 1 doz.....	2.00
es, 1 doz.....	3.75
ato Bouillon—	Per doz.
.....	6.00
es	9.00
.....each	2.75
Cubes—	Per doz
ize.....	.85
size.....	2.00
ubes.. .....per 100	1.65
el Clam and Chicken Cubes—	
s, 12 cubes, 1 doz.....	2.50
xes, 50 cubes .....per tin	.90
s, 100 cubes..... "	1.70
centrated Bouillon—	
1 doz.....	3.50
1 doz.....	6.75
1 doz.....	13.00
½ doz.....	25.00
mato Bouillon—	
e 4, 1 doz	2.50
12, 1 doz	6.50
5..... per bottle	3.00
size 2.....per jug	1.25

XTRACT OF BEEF.

ld Extract of Beef—	Per doz.
, 1 doz.....	4.45
1 doz.....	8.20
1 doz.....	15.90
½ doz.....	29.75
Beef Extract—	
4, 1 doz.....	5.00
8, 1 doz.....	9.00
16, ½ doz	17.00

FLOUR.

	Per bbl.
.....	6.75
.....	7.30
.....	6.75
.....	6.85
.....	7.10
t.....	6.75
.....	5.90
est	6.00
.....	5.90
.....	6.00
.....	6.05
.....	7.00
st.....	6.60
rial.....	6.50

Prepared Flours.

pared Doughnut, Cake, Ginger-	
d Tea Biscuit Flour—	Per case
2.....	1.44
2.....	2.40
ither straight or assorted cases	

Self-Raising Flour.

ckwheat, medium, 12s.....	1.48
p Jack Flour, 18s.....	1.45
Buckwheat, 36 2s.....	2.60
Pancake, 36 2s	2.60
gs	1.55
Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic. 1 bushel bags.....	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags..... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lh. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colhurn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs.....	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs....	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s...	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross..... ..	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah. Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "1-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s..... ...	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs..... ..	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	17.00	9.10	4.75	.....	.....
" white	15.00	8.10	4.25	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lhs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halihut.....	.12 -.16
Bass Native	-.15
Salmon, fresh.....	.12 -.18
Eastern Cod	.09 -.15
Croakers	-.06
Large Hake	.12 -.15
Haddock	-.10
White Cat Fish.....	-.12
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.25
Snappers	-.20
Eels	-.12
Rock Fish.....	.18 -.25
Lobsters.....	-.70
Flounders	-.09
Large White Perch	-.20
Sea Bass	.08 -.12
Blue Fish.....	-.25
Porgies.....	-.06
Fresh Mackerel.....each	-.30
King Fish	.....
Weak Fish	-.19
Butter Fish.....	-.07
Tile	- 08
Shad. Roe.....each	1.35
" Buck ..... "	.55 -.65

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6 00
Rockaway.....bbls.		5.50
" ....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs	per case 2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.05⅔
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs	per box .85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1 lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ½-lb. pkgs	1.75
12 1-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26¼
½ and ¼ lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
100 5c. pkgs	4.40
60 10c. pkgs	2.20
30 10c. pkgs	2.10

HORSERADISH.

	Per doz.
Imperial, 6 oz. glass, 2 doz	.85
Mayerman's, No. 1 bottle, 2 doz	.82½
Snyder's, large tumbler, 2 doz	.75
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. .65
Square, Oriental Red, 2 oz., 1 doz	.40
" Green, Blue or Violet, 2 oz.	.40
" Magic Black, 2 oz., 1 doz	.40
" Electro Chemical, 2 oz., 1 doz	.40
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to 2 free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs.	.09¼
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs.	.08¼
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons	3 doz. to case 2.83
" "	6½ doz. to case 5.65
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14
Armour's—	
Veribest, Concentrated—	Per doz.
1½ lb. pails, 2 doz	2 40
3 lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5 50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4½-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 carto

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per g

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered S Picnics and Bacon, ½ ct. extra	
Vogt's Baked Meatkake, 2 doz. 3½-oz. can	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUND

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

et weight	per lb.	.12¾
	"	.12½
	6 in crate	8.10
	12 in crate	8.17
	20 in crate	8.25
		Per lb.
lbs, about 340 lbs		.11¾
		.11⅞
60 lbs		.09⅜
60 lbs		.09¾
60 lbs		.09⅞

RESSED MEATS.

	Per lb.	
tock—		
	.10	-.14
	.09	-.13
	.08	-.11
	.14	-.16
		-.17
d Barnyards	.10	-.13
ised	.12	-.14
		-.16
	.14	-.15
rs.		-.16
	.17	-.18
		-.19
		-.14

CHERS' SUNDRIES.

ngues	each	-.80
		-.60
lded	.50	-.75
eal	per pair	.75 -.80
ef	per lb.	.25 -.30
	"	.25 -.30
	per doz.	1.25
		.10
	per doz.	1.20
	per lb.	.05
		16.00
f, western		.22
ns, city		.13
western		.13

ESSED POULTRY.

	Per lb.	
ng hens, 8 to 10 lbs	.32	-.34
ng toms, 15 to 18 lbs	.32	-.34
toms	.26	-.28
ood	.18	-.20
fresh killed, 3 lbs. and ir, fancy	32	-.36
fresh killed, 3½ to 4 lbs	.32	-.36
fresh killed, 3 to 3½ lbs. cy	.32	-.36
y, heavy	.21	-.22
ers, 4 to 5 lbs	.22	-.24
	.18	-.21
	.14	-.15
	Per doz.	
fancy	5.50–6.50	
	4.00–5.00	
	2.00–3.00	

LIVE POULTRY.

s, nearby, 1½ to 2 lbs	.20	-.21
	.20	-.21
	.20	-.21
	.13	-.14
	.15	-.16
	.14	-.15

VES, JELLIES, JAMS D MARMALADES.

	Per doz.	
	.95	
ple flavor, 30 lbs. full weight, per pail,	1.00	
oz. tumblers	.80	
z., 2 doz	.87½	
. tins, net weight	1.95	
	Per lb.	
ure, 12-oz. jars, 2 doz...per doz.	1.45	
b. pails	.09½	
-lb. pails	.06½	
lb. toy pails ...per doz.	3.00	
ure, 10-oz. jars, 2 doz	1.40	
sorted, jars, 2 doz	.90	
ade—		
ported, 4 doz	2.10	
ure, 2 doz	1 50	
	Per doz.	
wark, 30 lbs...per pail	1.15	
full 5-lb. slip cover tins, ½ doz...per case	1.55	
mel's, 30-lb. pails...per lb.	.06¾	
3-lb. slip cover tins, 1 doz ...per doz.	2.60	
2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90	
40-oz. stone crock, glass top, ½ doz...per doz	3.07½	
r Cook's, No. 14, 2 doz....doz.	.85	
pails...per lb.	.07½	

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—

	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80

Iron Glue, McCormick & Co.—

No. 5	.45
No. 10	.85
Tube V	.75

McCormick & Co., Bee Brand—

Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Cbill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Sauer's Flovoring Extracts—

No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.50
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.50
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.40
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.40
" 140-lb. cotton bags		.75
Morton, Free Running, 2 doz		.75
New Ivory, 24 large cartons to case		1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 10 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Snapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.[illegible]
" 100 5c pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.2[illegible]
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ¼ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace		.80
Nutmegs, ground		.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.70
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.33
" large		.41
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb cartons	.03½
" " 8 5-lb. cartons	.03½
Kingslord's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.35
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.30
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
1-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" " medium bottles, 2 doz	1.40
" " small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.00
10c size, 4 doz	.94
Muorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Prote	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	pe
" 2 lb.	

Clothes Pins.

5 gross	pe

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	
Discount to dealer 33⅓ per c	

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket d solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLU

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACC

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBAC

Polar Bear, 5c. size, ⅓ gross	
Sensation, ¼ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz pkgs	
Yeast Foam, 1½ doz	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, April 3, 1916. No. 14

Better a small business with a safe profit than a large one with no profit. Large numbers of customers may well be a liability rather than an asset. Every new customer brings new troubles; if there is no profit to compensate, you are worse off than you were before.

How to Treat Small and Unprofitable Customers. A Subscriber Asks the Question and Cites Some Instances.

At Last Some Concrete Ideas on Advertising Canned Goods Into Increased Consumption.

Food Department Finds Well-known Brands of Soap Differing Enormously in Price, But Very Little in Quality or Character.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & C

HEINZ 57 · 57 VARIETIES

How Much is the Good Will of Your Store Worth?

It takes more than stock and fixtures to make a profitable business.

You must have good will—and good will is nothing more or less than the confidence your customers have in the *goods* you sell and the *way* you sell them.

When you carry nationally advertised products like the "57 Varieties" you get the benefit of a good will already created for you.

Let your customers know that you have Heinz products by keeping them well displayed and using the connective advertising which will be furnished you on request.

Ask our salesmen for Heinz Dealer Helps,—and tie the demand for the "57 Varieties" up to *your* store.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell y customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

WASHES AND BLUES AT ONE TIME
NEEDS NO RUBBING
GUARANTEED HARMLESS
CHASE-O
LAUNDRY CRYSTALS
MAKES THE CLOTHES CLEAN AND SWEET
MANUFACTURED BY
CHASE-O MFG. CO.
PHILADELPHIA, U.S.A.

Women Will Confirm This

There are other washing helps beside **Chase-O**, but every other has some weak point. One distributes the bluing unevenly, another gums the clothes up with paraffine, and so on.

Chase-O is an absolutely perfect product. It will cut the work of washing in half. We would be exceedingly foolish to make this statement if it wasn't true. Try **Chase-O** yourself, and then tell your customers what it did for you. Used with boiling water and a little soap. Nickel a box and good profit.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

More Return for the Money

¶ **Wheatena** will pay you better for the work done to sell it, than any other cereal on the market, bar none.

¶ The general experience is, you may have to sell the first package of **Wheatena** to some customers, but after that you can sit down and take it easy.

¶ Packed and guaranteed quite different from the average cereal.

The Wheatena Co., Rahway, N.
Member of the American Specialty Manufacturers' Assoc

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Do You Trust Your Jobber? Very Well, Then Do as He Says About This

If you have any doubt as to whether you should discriminate between signing specialty orders with a stamp on, and signing orders without the stamp on, write a jobber in whom you have absolute confidence and ask him.

Ask him this: "Should I be any more ready to sign *stamped* specialty orders than I am to sign unstamped specialty orders?"

Without the slightest doubt he will tell you that for your protection—and if you want the orders delivered promptly and surely—you should confine your specialty orders, as far as possible, to those on which one or the other of the above stamps appear. But whatever he tells you, do as he says.

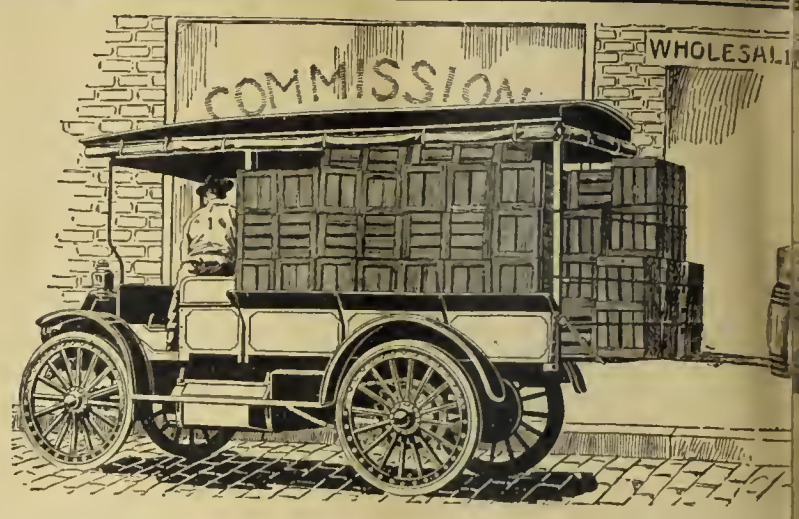
THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

International Motor Trucks

At Reduced Prices

A Better Truck at a Lower Price



Grocers and merchants in all lines are finding this of unusual interest. Increased factory production, made necessary by expanding sales, enables us to offer regular models of International Motor Trucks at prices heretofore unheard of in the motor t industry—as follows:—

WON MEDAL OF HONOR AT SAN FRANCISCO EXPOSITION

Model M—1000 pounds capacity, water cooled . . . . . $ 710
Model E—1500 pounds capacity, heavy duty motor . . . . . $ 950
Model F—2000 pounds capacity, chassis only $1500

Prices quot here are ca f. o. b. Akron, Oh

The basis of International Motor Truck success is SERVICE. We make it our business both BEFORE and AFTER a sale to see that our customers get full value for every dollar spent. That accounts for the record sales which have made necessary the construction, at Akron, Ohio, of the biggest motor truck building plant in the world.

Thirteen thousand users of International Motor Tr testify that they are worth the old prices. At these new low pr International Motor Trucks are far and away the best bargai the motor truck market to-day. Write to the address b for full description of these trucks and complete in mation.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
105 Harvester Building Chicago U S A

TO THE TRADE—No. 4

Year After Next

How can you best build up your soft drink business so that it will grow this year, next year, and year after next? This is a fair question and an important one to you, because the popularity of ginger ale in the home is already great and is destined to grow.

You will agree that a fair answer to the question above is: "By offering to my customers the brand of soft drinks which is most popular, of the best quality, and put out by the house which does the most to help me sell it."

The only brand of American made Ginger Ale which is known the country over is Clicquot Club; no one disputes this fact. The knowledge or popularity of any other American ginger ale is merely local or sectional. The Clicquot Club Company will continue its extensive advertising and make this name even better known everywhere.

Money cannot buy purer or better ingredients than go into Clicquot Club Ginger Ale—and many years of experience have shown us how to make the blend which will best please 94 people out of 100. Just let people know that you have Clicquot Club. They will order because they know about it; our advertising and the reputation their friends give it have told them about it. They will re-order because they like it; they will serve it to their guests and get others to buy It.

We believe the logic of all this is that you can best build up big volume of ginger ale business for this year, next year and the year after, by letting your customers know that you carry Clicquot Club, the recognized leader of ginger ales.

THE CLICQUOT CLUB COMPANY, MILLIS, MASS.
Winner of Medal of Honar, Panama-Pacific Exhibition

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

Modern Merchant

AND

Grocery World

shed every onday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

XII. PHILADELPHIA, April 3, 1916. No. 14.

rn Merchant and ocery World

BLISHED WEEKLY BY THE WORLD PUBLICATION CO.

AT

Arch Street, Philadelphia.

TELEPHONES:

t 3286
t 3287 Keystone, Race 746
hange.

ks and Drafts payable to the Gro- Publication Co.

endent journal published ex- the interests of modern mer- ll classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

ion Rates, Including Postage, Payable in Advance:

PER YEAR	
States and Mexico	$3.00
	3.50
ritain and Continent of Europe	
a	4.50
es	.10

of the ownership, management, etc., of the Modern Merchant and orld, published weekly at Philadel- required by Act of August 24th,

lton J. Buckley, 927 Arch Street. Manager, David Ezekiel, 927 Arch

Grocery World Publication Co. drs. Eliz. McFetridge, 927 Arch Street: tridge, 927 Arch Street; S. L. McFetridge, reet; David Ezekiel, 927 Arch Street; y, 927 Arch Street.

(Signed) David Ezekiel, Bus. Mgr. nd subscribed before me this 23d day of

Abel K. Cassel, Notary Public. commission expires January 18th 1919

Contents.

	PAGE
at Differ in Price, but Not Such in Quality	6
Some Concrete Ideas on to Advertise Canned s	6
Do with Small and Un- able Customers	8
Fish Getting Too High for	8
Editorial — Being, Rather Than Seeming Interested in Customers. Giving Consumers Is Easier Than Taking Back. Take This Precaution Whenever You Can. The Latest Cream of Wheat Attack on Retailers.	10
Opinions Wanted	10
Cream of Wheat Co. Starts Campaign Against Substitutes	11
Selling Talks with Clerks	12
The New York Letter	12
Correspondence	13
The Grocery Markets	15
Individual Market Reports	15
The Week's One-Time Ads	17
Goods That Are Being Advertised to Your Customers	19
Another Writer Who Thinks There Are Too Many Retail Stores	22
"The Stroller's" Column (Contributed) — Human Skunks.	24
Weekly Window Display Suggestions	24
Legal Department — No. 357.—Some More Results of Not Putting Everything in the Contract.	26
Pennsylvania Organization Notes	28
Science of Advertising	28
Subscribers' Bargain List	30
Want Department	31
"Modern Merchant and Grocery World" Prices-Current	32

Index to Advertisements.

	PAGE
"Advertising World"	16
American Specialty Manufacturers' Association	3
Borden Condensed Milk Co.	21
Buckley, Elton J.	6
Burk, Louis	23
California Associated Raisin Co.	14
Chase-O Manufacturing Co.	Cover 2
Clicquot Club	4
Clipper Lawn Mower Co.	18
Crescent Manufacturing Co.	18
Corn Products Refining Co.	13
Dayton Moneyweight Scale Co.	27
Diamond Match Co., The	16
Fels & Co.	22
Fleischmann's Yeast	31
Forbes, J. P.	18
Fairbank Co., The N. K.	19
Fisher, Bruce & Co.	17
Franklin Sugar Refining Co., The	29
Genesee Pure Food Co., The	17
Hamilton Corporation, The	23
Heinz Co., H. J.	Cover 2
Hires Condensed Milk Co.	Cover 2
Howe Scale Co.	22
Indexed Coupon Books	18
International Harvester Co.	4
Jennings Co., A. E.	25
Lautz Bros. Co.	Cover 2
Lipton, Thos. J.	20
Loose-Wiles Biscuit Co.	27
Manufacturers' Representatives (Association of)	3
Mapleine	18
McCahan Sugar Ref. Co., The W. J.,	Cover 3
Moxley, Wm. J.	Cover 4
Nationally Advertised Products	25
National Cash Register Co., The,	Cover 4
National Biscuit Co.	15
Philadelphia Electric Co.	18
Piqua Bracket Co.	25
Sanitary Metal Basket Co.	18
Sherer-Gillett Co.	19
Sperry & Hutchinson	23
Star Egg Carrier and Tray Mfg. Co.,	29
Tanglefoot	Cover 4
Troemner, Henry	Cover 3
Vogt & Sons, F. G.	17
Wells & Richardson Co.	11
Wheatena Co., The	Cover 2
Where to Get Premium Goods	30
Wilbur & Sons, H. O.	9
Wilkinson's Sons, C.	31
Willys-Overland Co., The	7
Wrigley & Co., Wm.	14

Soaps That Differ in Price But Not So Much in Quality

Food Department Analyzes Twelve Well-known Soaps and Finds Very Little Difference in Quality or Characeter, But an Enormous Differenee in Price. Range All the Way From 23 Cents per Aetual Pound to $1.40.

We have received from the North Dakota Food Department some interesting matter regarding several of the leading brands of laundry and toilet soap now on the market. The Department has analyzed these brands and makes the following interesting comment: "There is not sufficient difference in the purity or quality between these several brands to altogether account for the marked difference in selling price."

The brands analyzed were Fairy soap, Wool soap, Jap Rose, Ivory, Palm Olive, Pears Unscented, Pears Glycerine, Big Bath (Colgate), Glycerine Tonic (Armour), Hazel Cream (Armour), Castile (Contis), Castile (Colgate) and Imperial Peroxide (Peet Bros.). The Department found a tremendous variance in the cost of these to the consumer, with very little difference in the real character or value. For instance, Wool soap costs the consumer 23.3 cents per full pound of soap. Pears Glycerine costs the consumer $1.40 per pound, Jap Rose costs 57.9 cents per pound and so on. Below is the full table:—

Name of Manufacturer.	Brand.	Weight of Cake (oz.)	Price per Cake (cts.)	Cost to Purchaser of 1 lb. Actual Soap.
A. & F. Pears Ltd.	Glycerin	3.4	25	$1.40 cts.
A. & F. Pears Ltd.	Unscented	3.4	15	80.48
N. K. Fairbanks	Fairy	4.0	5	24.3
Swift & Co.	Wool	7.5	10	23.3
	Jap Rose	4.9	10	57.9
Proctor & Gamble	Ivory	5.0	5	19.68
B. J. Johnson Co.	Palm Olive	4.3	10	41.44
Colgate & Co.	Big Bath	5.7	10	30.56
Armour & Co.	Glycerin Tonic	5.2	10	48.8
Armour & Co.	Hazel Cream	4.5	5	24.48
A. Contis	Castile	2.3	10	74.72
Colgate & Co.	Castile	3.7	10	46.24
Peet Bros.	Imperial Peroxide.	6.7	10	26.72

The Department includes in its report some exceedingly interesting information regarding the character of floating soaps, transparent soaps, etc., which is here in part reproduced:—

> Floating Soaps.—These derive their ability to float on water through the incorporation of minute air bubbles in the process of manufacture. These air bubbles are too small to be visible, and present in such countless numbers that they succeed in so lightening the soap cake that it will easily float. In addition they greatly increase the surface of the soap exposed to water, and thus render it much more soluble. The mere fact that a soap is lighter than water and consequently floats is no criterion of its purity, but this property of floating should nevertheless be regarded as a desirable one for the reasons just stated.
>
> Transparent Soaps.—Genuine transparent soaps were originally prepared by shredding and drying any good soap and dissolving the shreds in alcohol. The usual mineral soap impurities being insoluble in alcohol settle out and the clear, purified alcoholic soap solution may be decanted or filtered off. Evaporation of the alcohol from this solution leaves a clear, solid, transparent and purified soap. Rarely, if ever, is this expensive, though ideal process, resorted to in modern soap making. Nowadays, other ways are employed to effect the transparency. Sugar solutions, gylcerol and sometimes castor oil are added for this purpose. The transparent soaps on the market to-day are frequently of very poor quality, and no longer is this property any guide or indication of purity, as formerly. Attention may be called to the fact that two of the transparent soaps in this list were shown to contain both sugar and glycerin. The latter ingredient is supposed to have valuable emollient properties and is desirable in some class of soaps. Sugar, on the other hand, serves no useful purpose in a toilet soap as far as the consumer goes, and should be regarded as an adulterant. Some specifications precisely prohibit it as an ingredient.
>
> Castile Soap.—This class of soap (otherwise known as Venetian or Marseilles soap) is prepared from olive oil, usually only the lowest grades being used for this purpose. Olive oil being one of the choicest and most expensive vegetable fats, is usually given credit for making the choicest and best grade of toilet soap. Castile soap usually sells for a comparatively high price, which is warranted providing that the soap sold as Castile is actually made from olive oil entirely and not from a mixture of a small proportion of olive oil with some much cheaper and less desirable fat. It is a very difficult process for the analyst to determine the exact nature of the original fat from which a given soap is made, but one who has been a user of Castile soap to any extent is not easily deceived by an inferior soap claimed to be such. The two Castile soaps listed in these tables are of high quality and good values.
>
> Milled Soap.—This is made by shaving the bars of any good, dry soap into fine chips and further drying until the moisture content of the chips is less than 10 per cent. The chips are then still further ground almost to a powder and perfumes and other desirable ingredients added. By this process very delicate perfumes may be added to the soap.

At Last Some Concrete Ideas on How to Advertise Canned Goods

Most of the Talk About Advertising Canned Goods Into Increased Consumption Has Been Mostly Generalties. The Writer of This Article Has Got Down to Brass Tacks.

Undoubtedly there is, and has been for many years, a strong and growing sentiment for advertising canned foods. This sentiment today is more real and insistent than it has ever been.

The local newspapers afford a splendid opportunity. All of you know the editor, and, after business hours, you could tell him some of the good things, the real things, that the canning industry is doing. Our trade papers, almost weekly, have articles which would be of inestimable interest and value to those local editors, who are no doubt as anxious for news as we are to read it. In my opinion we should educate the editor.

How much can be accomplished through the local grocers? Does the groceryman himself and his clerks know some of the things that he should know to sell your canned foods? Are canned foods in your town displayed on the shelves or in the cellar? How easy it would be to take a little of your time and his after hours and tell him some things which would make it easy for him to sell canned foods. We can sell that which we know.

Undoubtedly the most influential class of people in the country are the doctors. They come into intimate association with our home, our family life, and what the doctor thinks, goes. Does the doctor know what canned foods are? Have you taken the time, out of his office hours, to tell him some of the true things of canned foods? How interested he would be, because it vitally concerns his life vocation. Cure the doctor.

Most of you are members of lodges; many, I dare say, are members of the grange. The chairman of the entertainment com the winter time is looking subjects. How glad he wo have you spend half an ho ing the members of the grange something of this w industry. The members grange are more than i now because they are rai fruits and vegetables whic to you—has it ever occ many of them that they co ly eat their own fruits a tables canned, and take th by the case, as they do a flour and 100 pounds of su

What a wonderful oppo start the ladies advertisin around to the church supp of peas, a case of corn a of tomatoes—not all at cause the church suppers large enough to eat so mu time. Free samples disp dice. Think of the p along that line. The canne not only be open to visi they should be welcomed a to come, and when they and invited to come they be half so anxious to come they are sure you are gla them. When they do come be a question of "open ho a game of "hide and see lighten the skeptical.

What could be accompli young woman, such as I mind, visiting the domesti clubs, telling the teacher next generation the wonde of canned foods. These interested in all subjects wh a bearing on their particul and is there anything clos Domestic Science Clubs th What could not that same a representative do in vis schools, informing the school teachers of the wh ness, cheapness, utility an of canned foods. My came home from school t day and said: "Father, w about canned foods that ma so dangerous? We have eaten them. My cookin teacher told us to use cann where we had to, but 'wat Is not the real danger ign

ELTON J. BUCKL
Editor "Modern Merchant and Grocer"
Attorney and Counselor
643-648 Land Title Bu
Philadelphia, Pa.
Telephones { Bell Spruce 2608
Keystone. Race

Overland

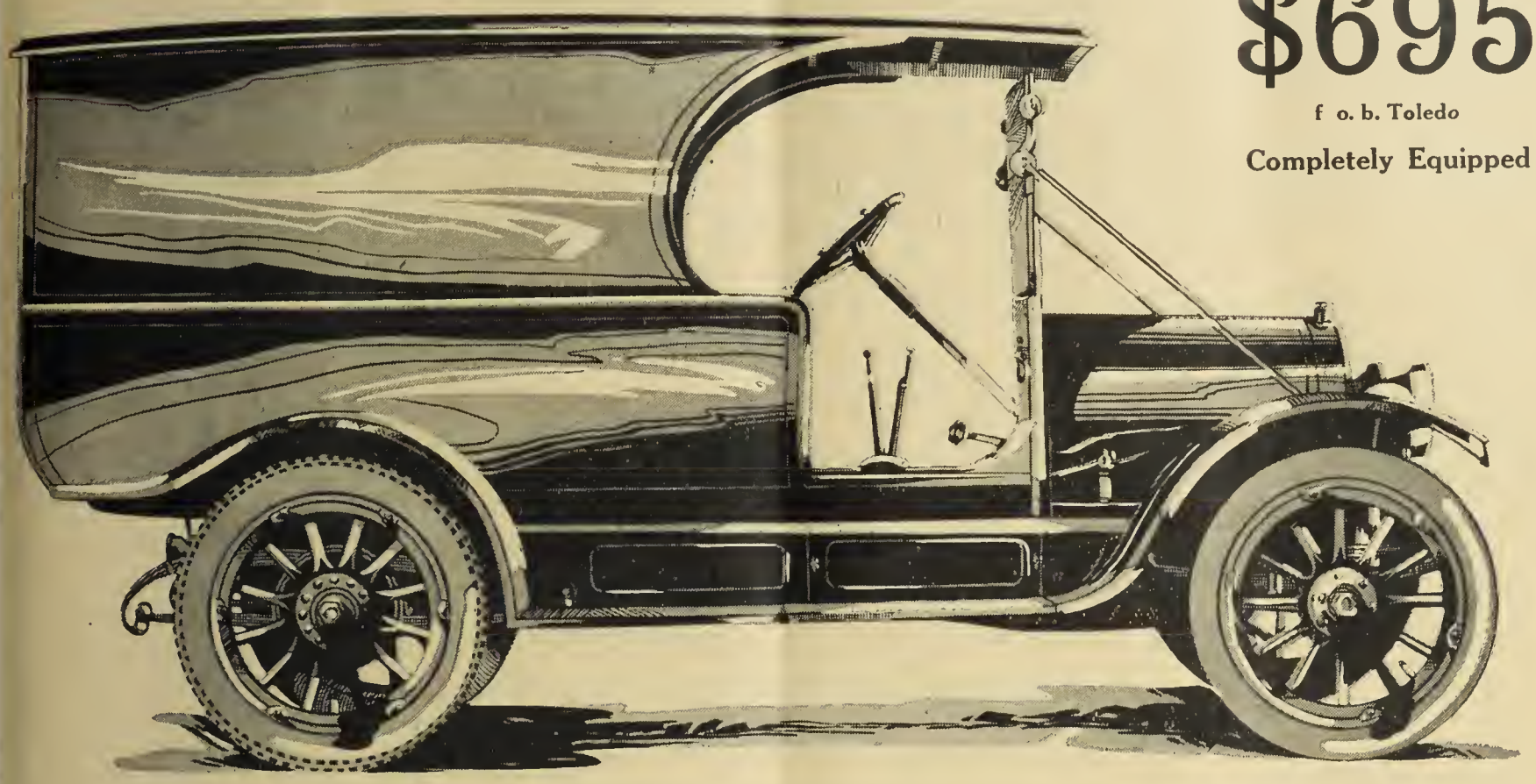
TRADE MARK REG.

MODEL 83-B

$695

f. o. b. Toledo

Completely Equipped



Strength and Economy Are Emphasized in the Overland Delivery Car

Overland Delivery Cars have the *stamina* necessary to carry their full loads trip after trip, day after day, month after month, without breakdowns or excessive wear.

In proportions and in material every part shows a strength uncalled for under ordinary conditions.

The very appearance of the cars is solid and substantial.

Yet Overland Delivery Cars are most *economical* to operate.

Time and time again they have demonstrated that they have run in continuous service at a cost of only one cent a mile for gasoline and oil.

Under ordinary conditions the Overland will replace three or even four horses. In extreme weather the car's advantage is even greater.

Our dealer in your city will be glad to demonstrate these Overland advantages and tell you of many others. See him *to-day*.

We also supply the Overland Model 75 Screened Side Delivery Car for $595, f. o. b. Toledo.

Catalog on request. Please address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."

"A little knowledge is a dangerous thing." This teacher may not influence my daughter, but there are many other daughters who are going to be the consumers of foods in the next generation. Let us get this coming generation even though we may not have had this one. Teach the teacher.

What could be accomplished by reaching, in like manner, the Hotel Men's Associations, which meet in every State several times a year. Would not the chefs and stewards be interested in a subject so close to their own livelihood?

The National Canners' Association could also, in my opinion, accomplish much through educating the grocerymen's clerks. A difficult job, I will admit, because it is a large one, but something could be done along that line, and I dare say there is not a jobber or large retailer of canned foods in the country that would not gladly welcome a representative of the National Canners' Association to tell their salesmen how to sell their goods. What a virgin field for education is afforded by the stewards of the dining car service. This intelligent class could readily be reached through the railroads if proper methods were employed. We might, after a time, take a chance even on some of the waiters. Surely the railroads are interested, or should be interested, in a greater consumption of canned foods. Something like 13,000 people eat every day in the dining cars and restaurants of the Pennsylvania system. One road, not the Pennsylvania, serves imported peas on trains passing through one of our great pea packing States.

I leave to your imagination the possibilities of moving pictures telling the story of canned foods to the consumers. First of all, the people believe what they see—next, what they see at the movies. All these channels carry publicity possibilities for the National Canners' Association.

What of a department of the National Canners' Association laboratories investigating the best methods of preparing canned foods for the table? Is the French chef mistaken because he heats the cans before opening them? If he is right, say so on the label to the American housewives, your daily customers.

More opportunities are afforded in the advertising line by the labels. The label is the billboard, just as the contents of every can a food show. I consider the advertising space largely going to waste—every label affords greater advertising possibilities than have ever been used. As an amateur, I believe that standards should be established. I believe it can be done for all articles of food going into tin cans. Standards should be flexible as based on the rule of "reason," recognizing variations of nature and the individuality of the packer. When such standards shall have been established then is the opportunity to improve our labels. The label is the window of the can—open the blinds, raise the shades and clear the glass. Let the outsiders who want to buy canned foods have a look. Let in the light. You have grasped an opportunity if your labels carry recipes—otherwise do you not ask that familiar conundrum "Now that you've got it, what are you going to do with it?"

The foundation of advertising is honesty. We must have right goods, properly manufactured, and the label must tell the true story right. Make it easy, make it simple for the hundred million people who do not know canned foods as we do. Make it just as easy as you possibly can for her and him to know how to buy the output of our industry. Your potential market is one hundred million consumers three times a day.

GEORGE W. COBB.

New York, N. Y.,
March 30, 1916.

What to Do With Small and Unprofitable Customers

A Subscriber Asks How to Make Them Profitable or Get Rid of Them. This Paper's Advice is Never to Get Rid of Them, but to Change Them Into an Asset if it is Possible.

Here is a problem that strikes a responsive chord in the breast of every reader of this paper, bar none:—

Albany, N. Y., March 23, 1916.
To the Editor.

Dear Sir:—How would you handle customers who give you only a small portion of their business, who only order such articles as bread, pie or milk, to the amount of about $1 a week? These require telephone service, keeping account, delivery and collection, which we cater to at a loss, having a meat department.

We have some such customers who give us the same sort of trade in meats, ordering, for example, a half pound of salt pork, a half pound of bacon, a quarter pound of smoked beef. What would be your method of appealing to this sort of customers for more business, or how to discontinue their trade in some agreeable manner? Hoping I may receive an early answer, I am,

Yours truly,
W. F. GRAF.

Every retailer is occasionally exasperated by the woman who comes to him only to buy his drives, or who buys half a pound of something at a time, and everybody wishes at one time or another that such people would stay away.

But no real merchant ever does anything to drive them away. No real merchant lets them see that he is irritated by the smallness of their business.

The department stores are credited with knowing more about the science of merchandising than anybody else; they have reduced it to almost an exact science. Nobody ever heard of a department store trying to get rid of a customer because his or her business was unprofitable. On the contrary they will work hard to maintain the connection—to keep the account on their books.

It is believed to be a fact that on the books of every large department store there are hundreds of customers who are literally a burden to the store; the store would be better off without them. In spite of this, there is always the hope that some day the customer can be turned into a profit.

No matter how unprofitable or how annoying a customer's business is, we would never deliberately throw it away, at least not until we had exhausted every means of getting more business out of him or her, and until we had absolutely demonstrated that the customer would never be anything but a nuisance.

When a customer who is buying the groceries for a family, at an expense of several dollars per week, buys only bread, or half a pound of beef, of you, and all the other goods somewhere else, there is a reason for it. She must think that ticular thing she buys of y ter than at other stores, o it differently, she must th your regular line is not so the other store's, or th : yo are higher. In a word, she ly does not consider your desirable as the other store lines. The thing to do is t why she thinks that, and re feeling if possible. Ask h things never come from cl customer always has a re acting as she does and she to object to telling you w When you have it, the thin to prove to the customer t no existence.

It seems to us that if we customers like that, we sho a special little campaign t them into an asset instead bility. The best kind of a would be one of salesmans store. When Mrs. Smith for her loaf of bread, or so thing that yields no profit sense dares you and your sell her something else. dare. Keep after her—not fensive way—until you h her something else. The question but that such a would eventually succeed, erly undertaken.

Norway Fish Gettin High for Us.

Prices So High Abroad on A War That American Impor not Compete on Smoked Kippered Herrings, Etc.

Special Correspondence of "Moder and Grocery World."

New York,

We are informed that aft tiations between the Eng Norwegian Governments t been started the Stavenger Import Union, to which cor all materials like tinplate, tomatoes and other articles the canning industry will ha consigned, and it will be the this union to see that n made with these materials t parties now at war wit Britain. We understand th large packers about fort signed the agreement w Stavenger Packers' Union about ten which represent ance of the large packers i way have not signed, and liberty to deal with the c now at war with Great Brita

n why they did not sign is
are in a position to get
from Germany, etc.
rices which are obtained
countries now at war for
oods in Norway, make it
ipossible for the American
to compete in the buying
f course there are some
in sardines being offered
it if we were to pay the
at our people abroad ask,
y could not sell the goods
the trade refuses to pay
h prices. At any rate, they
ig them only in such small
s that it would hardly pay
t. This refers not only to
ardines, but also to kip-
errings, tomato herrings,
turally the importation of
goods is very limited, be-
ie importer cannot be
or not wishing to import
ds when there is absolutely
e of making a profit on the

G. PORGES.

Preferences as to Popular-iced Package Goods.

anadian Grocer" recently pub-
questions, asking for expres-
opinion from retail grocers.
estions were:—

article do you prefer to sell
y—one costing you $1 per
which retails at 10 cents, or
ting $1.35 per dozen, retail-
5 cents?
1 would you prefer to sell,
le costing $3.90 per case of
l retailing at 5 cents each,
same quality article in a
package, with same net
costing $3.60 per case of
retailing at 10 cents each?

thirty-four replies to the first
twenty-nine retail grocers fa-
15-cent article, costing $1.35
1, five were favorable to the
rticle and one was neutral
rity gave as a reason for their
hat the 15-cent line gave them
profit. The majority of the
taining to the second question
he 10-cent line, for the reason
believed it would give them
profit. The editor of the pub-
in writing to the American
t this subject, said:—

ourse, there is a question of
utting to be considered here.
many ignored this, yet it is
that an article costing $3.60
se of 48 and retailing at 10
ach is very liable to be cut
e for 25 cents by the larger
the cut rate stores, thus re-
the margin of profit con-
ly and making the line un-
ble for anybody. There is
e same inducement, appar-
to sell six for 25 cents of a
sting $3.90 per case of 100
tailing regularly at 5 cents
Nevertheless, the majority
d the 10-cent line in this par-
case.

For BAKING as well as DRINKING

The Big Selling Cocoa of Pennsylvania

WILBUR'S

Made in Philadelphia

leads all others in sales to consumers and profits to dealers. Because WILBUR'S is a FOOD as well as a BEVERAGE—it makes the most delicious Desserts, Cakes, Candies, Puddings, Sauces, etc. Our booklet, "Cook's Tours Through Wilburland," shows fifty-nine different ways to use WILBUR'S COCOA, each one so delicious that the woman who tries one will try them all.

When you get your customers using WILBUR'S for baking, candy making, etc., they will use it as a staple food just as they do sugar and flour. Then you'll sell the *big pound cans* of WILBUR'S with

THE BIG PROFIT

instead of the small quarter pounds of other cocoas at the small profit.

We will gladly supply you with recipe books and other helps to increase sales

H. O. WILBUR & SONS, INC.

PHILADELPHIA

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY, INTEGRITY, OUR TRADE

SAY TO CUSTOMERS

"WILBUR'S COCOA doesn't have to be grated or cooked. You can make a cake with it, icing and all, in less time than it takes to make the icing alone with chocolate."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

WITH THE EDITOR

Several months ago I published on this page some matter about a plan that department stores of Cleveland, Ohio, were working to induce consumers to be less exacting in their demands for service. Advertisements arguing with consumers were published in the Cleveland daily newspapers, and I reproduced one of them at the time. The retailers of Columbus, Ohio, have now taken up the plan, not only the department stores, but in other lines. They too are advertising in their daily papers, and are at present concentrating their attention on stopping the sending of goods on approval. One of the advertisements is herewith reproduced:—

Giving Consumers Is Easier Than Taking Back.

YOU SAVE WHEN WE SAVE—

The practice of sending articles on approval is expensive and unfair to all concerned.

Why should merchandise be taken out of stock for several days—or even several hours?

Why should actual customers be deprived of the opportunity of choosing from complete assortments—perhaps wanting precisely what is out of stock—temporarily.

Be fair to others, and they will be fair to you. Apply the Golden Rule—don't ask for approvals.

This was signed by the retailers affiliated with the plan. I am amused, and interested, but not impressed. It reminds me of the Arabian Nights story of the man who opened the bottle and let out a genii that once he was out, would not go back. The retail trade, meaning most lines outside of grocers, have opened the bottle, and the selfishness, greed and laziness of consumers has poured out in such volume that it cannot be put back.

"The practice of sending articles on approval is expensive and unfair to all concerned." Right, but who started it? The consumer didn't, *you* did, and you will find it easier to start than to stop.

"Why should merchandise be taken out of stock for several days, or even several hours?" Because you offered to take it out and for years you have led your customers to expect it.

"Why should actual customers be deprived of the opportunity of choosing from complete assortments—perhaps wanting precisely what is out of stock—temporarily?" That is up to you. Ask yourself, not your customers. They aren't interested in your problems.

"Be fair to others and they will be fair to you. Apply the Golden Rule—Don't ask for approvals." We will ask for them, say consumers, as long, Mr. Retailer, as you will grant them.

In short, it all comes to this: Better not start with consumers, anything in the way of concessions which you don't feel satisfied to continue indefinitely. It is easier to give to consumers than to take back.

From time to time this paper has discussed in the Legal Department and elsewhere the need of having it in writing when somebody guarantees to pay the debt of another. A customer occasionally appears whose credit is not good. He says that so-and-so will vouch for him, whereupon so-and-so is often called on the telephone or seen, and gives his verbal promise to be responsible for the customer's debt. Such promises must always be in writing to be worth anything; verbal promises are good for nothing.

Take This Precaution Whenever You Can.

Even where you have a promise properly in writing, complicated questions are apt to arise, such as whether you can sue the guarantor before you sue the debtor, or whether you can go against the guarantor only *after* you have squeezed the debtor and gotten nothing. To eliminate all these questions, the National Credit Men's Association is suggesting a form to be signed by anybody who is agreeing to stand good for the debt of another. The association says that this form has been approved by three attorneys and I take the liberty of making the fourth. If a guarantor will sign this form, you can sue him direct when the debt is due whether the debtor pays it or not:—

Please sell and deliver to.....
.....
on your usual credit terms, such goods, wares and merchandise as .....
from time to time may select, and in consideration thereof I hereby guaranty and hold myself personally responsible for the payment at maturity of the purchase price of all such goods, wares and merchandise so sold and delivered, whether evidenced by open account or not. I hereby waive notice of acceptance hereof, amount of sales, dates of shipment or delivery, and notice of default in payment, and I further waive the requirement of legal proceedings being had against the said purchaser before demand is made and enforced against me.

This is intended to be a continuing guaranty, applying to all sales made by you to..... from this date until the same is revoked by me in writing.

Witness my hand and seal this .....day of.....19...

Of course there is no real excuse for the five grocers who when asked for Cream of Wheat gave their customers without notice some other package brand or plain middlings. Common merchandising sense would seem to constrain a merchant who hopes to sell his customer again, to give what was called for or explain why he did not. Nobody with a spoonful of brains practices the above form of substitution nowadays.

The Latest Cream of Wheat Attack on Retailers.

But while there is no there is a *reason*. In fact t two reasons why some retai filling orders for Cream of with middlings, and why ot substituting other goods whenever they can. The f son is the disclosure made recent trial of the Great Tea Co. vs. Cream of Wh that Cream of Wheat was but middlings and that the never been anything else to i a cleverly exploited name second reason is that the Cr Wheat Co. has never play with retailers. It puts such on its middlings that even tailer gets the full rate of a per carton he makes little o ing. Naturally it is not strai retailers try to escape wh they can. What the Cre Wheat Co. ought to do is to its own price to the jobber membering that its product i ing but middlings, the p charges for it is outrageou account of its enormous prof corporation is one of the we in its class in the United Sta

If I were a retailer try avoid selling Cream of Wh should buy some bulk mid which a good grain man wou me were as good as Crea Wheat, and I should displa and push it as "the same th Cream of Wheat." I should at a fair and honest price, should make more on it in a than I could make on Crea Wheat in a year. It is a pit these Los Angeles grocers fai realize that there is a legi way to substitute as well as a gitimate way.

One of the best little sermo have seen on the value of in and alertnes retail clerks from the pe E. L. Smyser is in part as follows:—

Being, Rather Than Seeming Interested In Customers.

CARELESSNESS IN NOTICING CUSTOM

A railroad is said to have pai a lawyer $7,000 for a sign to be at at their grade crossings. You h seen it lots of times: "Railro Crossing—Stop, Look, Listen." Fe words, at $1,400 per word!

And what for?

Opinions Wanted

For several years this paper has been conducting a weekly Legal Department in which have appeared discussions of the legal problems of the mercantile business. Subscribers have also been given the fullest latitude to ask for opinions on their individual legal problems, and those queries have invariably been answered, fully, carefully and as intelligently as possible, often by a personal letter.

Has this service been appreciated? Has it been of real service? If it has, will somebody who has been helped by it write me a letter and say so?

THE EDITOR.

o get people to PAY ATTEN-ON!

low about you—do you pay at-ion, keep alert, in noticing cus-ers?

wo ways of acting when cus-ers are around: One is an in-erent attitude, an "Oh-I-don't-t-to-be-bothered" air, a "What-gs-YOU-here" manner, calcu-d to make a customer keep mov-as though a policeman had ned her to get off the grass. hat's no way to do—such im-iteness, such inattention, are kens that will come home to st, in the form of poor books a low total of sales.

he other way is to PAY AT-NTION when customers are it. Be alert—show customers you are aware that they are e, and that your greatest pleas-at the moment is in waiting them. That manifestation of onal interest, tactfully done, is trong asset for a salesperson; this is apt to be well done when really are interested—as should he case in every sale you make. on't be disdainful of what at may seem to be a little sale—the part of good salesmanship make it a larger sale. Don't be disdainful, even if it proves a little sale—if you have made od impression on the customer, of itself counts for something; she will be more than likely to you up next time, and your l sales will be the larger.

on't be guilty of carelessness in cing customers—the whole ob-and purpose of the store—of store—is to get customers! Let et them and keep them by pleas-them and win their trade by de-ing to do so!

I believe the main reason why so many clerks appear uninterested in waiting on customers is because they *are* uninterested, and haven't the ability—perhaps not the desire—to conceal it. Therefore the problem goes further back than merely making a clerk seem interested; it goes all the way back to making him be interested. How can that be done? Frankly, there isn't anything very exciting in filling an order for ten pounds of sugar, and after a clerk has done it a few thousand times, he can hardly be blamed for seeing nothing particular in it. Some clerks are able to feel interested in the personality of the customer; that solves the problem perfectly. Other clerks are made to feel an interest in the sale by being given a bonus on it, as is the custom of some employers. It is an interesting question, for I verily believe that the success of a store is more bound up with the alertness of the clerks than with anything else.

Cream of Wheat Co. Starts Campaign Against Substitutes

Sues Five Retailers Who When Asked for Cream of Wheat Gave Customers Other Package Goods or Plain Middlings.

News from California is that the Cream of Wheat Co., not satisfied with cutting off the Great Atlantic and Pacific Co. from its direct buying list, has begun lawsuits against another chain-store concern and four other retailers, all of Los Angeles, whom it accuses of selling other goods as Cream of Wheat.

Four detectives, consisting of a girl of 15, a woman and two men, were employed by the Cream of Wheat Co., and they have made repeated visits at all of the stores against whom the complaints are issued. The Chaffee Company was the chain-store concern referred to, and all of its seventeen stores were visited. Marjorie Rice, the 15 year-old girl detective, first went into the Chaffee store at 4308 Pasadena avenue. She asked for a package of Cream of Wheat, and alleged that she was given a wrapped carton about the size of a Cream of Wheat package, and was charged 14 cents for it. After leaving the store the package was opened and it proved to be Primrose Wheat made by a local mill.

She then went to the Chaffee store at 2634 North Broadway and asked for two pounds of Cream of Wheat, and was given two pounds of bulk middlings in a paper bag for which she was charged 10 cents. This store gave her a sales slip and the product was marked "Farina."

The Chaffee store at Lamanda Park was visited and she asked for a package of Cream of Wheat. Here she was given a wrapped package but was charged 21 cents. On taking off the wrapper it proved to be a carton of Germea.

At the other Chaffee stores in each instance she was sold bulk middlings under the name of Cream of Wheat, although the sales slip in each instance read "Farina." The other detectives claim that they

You Know That Your Customers Need This Color

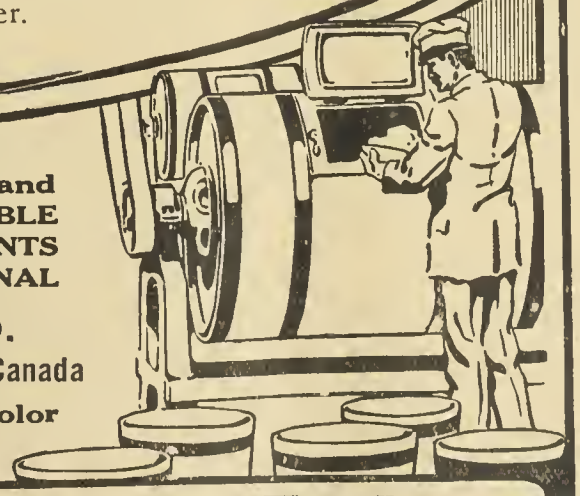
You, as an experienced grocer, know that the housewife demands rich golden colored butter.

"Dandelion Brand" Butter Color

Dandelion Brand Butter Color gives the deep rich golden color that appeals to the housewife's eye, and makes her willing to pay a good price for butter.
Sell Dandelion Brand Butter Color to your dairy customers. You will enable them and you to get a higher price for butter.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

have had practically the same experiences in the various Chaffee stores; that in each instance where they called for Cream of Wheat they were given something else without explanation.

At a store kept by a grocer named Royston, the girl detective asserts that she asked for Cream of Wheat. The clerk said, "Do you want the bulk?" and she replied, "Yes." She purchased one pound at 5 cents, and received a sales slip reading "Cream of Wheat 5 cents."

Various purchases of middlings are alleged to have been made from Marcus J. Firsich, 3111 South Vermont avenue. A sales slip reading "5 pounds Cream of Wheat at 5 cents, 25 cents," and a circular advertising Cream of Wheat at 5 pounds for 25 cents are offered as evidence against him.

At the store of Ernest Gerlemann, one of the men detectives states that Gerlemann personally waited on him, and as he was sacking the alleged middlings, he is claimed to have remarked, "We are headquarters for Cream of Wheat. We get it daily from the Globe Mills. We pay 5 cents a pound for it and sell it at 5 cents. We find it is the best sale we have ever had in our store, and expect to continue to push it as long as we are in business." Gerlemann's sales slip is alleged to have read "Cream of Wheat" and a Gerlemann's advertisement in the Los Angeles "Record" is produced which reads "5 pounds of Creamed Wheat 25 cents."

The charge against J. E. McDavid, 2634 W. Pico street, is practically the same as that against Firsich.

With this evidence in its possession, the Cream of Wheat Co. began suits against all the above concerns. It asked injunctions against all the defendants, and willl doubtless get them, if it has not already done so by the time these words are printed. The company claims heavy damages.

The New York Letter

Pittsburgh Gets Next American Specialty Manufacturers' Convention. Weights and Measures Department's Wise Advice to Consumer Not to Judge Merchandise by Its Price. The Big Beef Stew Contract. Dillon Charges Extensive Poultry Frauds. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, March 31, 1916.

At a meeting of the Executive Committee of the American Specialty Manufacturers' Association, the city of Pittsburgh was chosen as the next convention city.

* * *

The Weights and Measures Bulletin of New York State has issued a new pamphlet during the week containing the following recommendation which it is hoped will have some influence with consumers:—

FALSE ADVERTISEMENTS.

Certain legislation has been passed making untrue and misleading advertisements unlawful. These laws can stop some of the worst abuses, but the surest check to this evil lies with the purchasing public.

Beware of any advertised article for which clearly excessive claims are made. Do not be led astray by price comparisons, such as "Worth $5, our price $1.98." It is not worth the higher price, as is proved by the very fact that it is sold for lower.

It is a mistake to look for price only; quality and quantity must also be considered.

The New York Department has made an extremely favorable impression upon the retail trade of the State by reason of its evident desire to be fair, and not to inspire in consumer's mind any unjust suspicions against the retailer. For example, in the new bulletin is found the following, speaking of short weights:

It is not fair to your merchant to suspect him and to say nothing about it. Give him a chance to explain. The honest merchant welcomes honest criticism.

* * *

It at last appears to be true that the long-talked-of contract for six hundred million pound cans of beef stew for delivery to the British Government within one year is a fact. The business is said to have been first placed by a Canadian concern, and to have been distributed among the Colonial Conserve Co. of Philadelphia, the J. T. Polk Co. of Indianapolis, and Burnham & Morrill, Portland, Me. The contract is said to involve $91,000,000 and to represent one of the largest single contracts for food products given as the result of the present war. A leading factor in the contract is said to be B. R. Kenworthy, a well-known trade factor in Philadelphia. It is possible that some other American firms will get a share.

* * *

During the week John J. Dillon, State Commissioner of Foods and Markets, gave out a statement making startling charges against poultry dealers of this city, particularly wholesalers. Mr. Dillon says that New York consumers have been defrauded out of $7,000,000 a year by buying poultry which had been weighted with sand an just before it was killed. M says that the stuffing of about to be killed with fore stances intended only to ad weight has been reduced t ence by the people that are In one case, Mr. Dillon sai weighing two pounds ten was found to contain eight of sand and gravel.

SUMMARIZED MARKET CONDITIONS.

Tea active and steady Ping Sueys generally firm. Ceylons are also firm.—Cof with fair demand; prices o

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Effect of Outside Display.—The Town Council is about to put into effect a new law.

Everything is to be clear of the city building line—signs, stoops, show cases, post clocks and grocers' display. The writer appeared before the Council in the interest of his firm. He showed that the withdrawal of such show in the spring, summer and early fall months would prove a handicap to the business, that it would mean 25 per cent. more store space, which was impracticable. Proved that immediate sales would drop 50 per cent. in this department, described the pleasing, live effect that outside trims have, giving a brighter business tone and a wholesome complexion to the street.

We may win out.

You will remember that last Saturday, the 25th, was a charming day. We put a show outside—the first since late last fall, and the receipts in this department traceable directly to the layout showed an increase of 40 per cent. sales over any other Saturday during the entire season.

* * *

If such display is permitted in your town, by all means take advantage of it. People may talk and argue all they want for and against out-door shows, but it brings the business just the same. Certain people will stop and certain people will buy on the outside who would not have bought at your place if the stuff hadn't been there.

If it's only potatoes you show up, it's a mighty advertising opportunity. Think of five, eight or ten thousand people a day seeing your potatoes and reading your price by the sack, the bushel, the peck! Do you know of a cheaper or more effective ad.?

You say, "What's the matter window?"

Nothing.

Only people like to handle they become more real to them.

Haven't you observed men grapefruit, how they "weigh" t pinch them and stroke them so and tenderly, and then what l Why, they're got to have the the same with oranges and lem apples, and by the same token same with potatoes. Keep thes away from folks or fix them as you'd think they "grew ther they'll let them grow. It would a pity, you know, to spoil yo works.

* * *

Often this thought comes writer in admiring the magnific plays in New York's fancy sto such artistic arrangement were in our town we might just as up a sign reading "Hands Off."

* * *

Flour.—"Those four bags o sold six bags to-day," said the That's silent salesmanship for They were ⅛s, three on the and one of the top 90-cent bag Why were they put there? the display man saw he was ove with ⅛s, and the shipper told h were going slow. There's goo chandising for you in a nutshel stock, slow mover, get busy.

A big stock of a staple is al if you're drawing on it, but w sticks it gets mountain high.

Get part of it into the light and the eyes and behold your mount gins to take on lesser dimensions

Splendid opportunity—in a —for good merchandising.

including milds, about un-
d.—Sugar still firm and
raws quoted as high as 6.10
anulated 7 to 7.10. Plenty
r in Cuba but no vessels.—
fruits unchanged. Prunes
newhat unsettled and weak.
somewhat weak. Other
fruits unchanged.—Spot
firm, particularly lower
of Alaska, which are very
—Domestic sardines also
and high. Spring packing
April 15th.—All canned veg-
unchanged.—Wheat firmer
gher on account of crop
e report.—Flour also higher
pathy, though in quiet de-

ORRESPONDENCE.

ting With Five and Ten-Cent Stores.

tte City, Pa., March 22, 1916.
Editor.
r Sir:—Would like you to let
ow whether or where I can
kes and candy to compare
he 5-and-10-cent stores. Let
ow as soon as possible.
Yours truly,
A. WAINER.

candies: Brandle & Smith,
and Dauphin streets;
r City Chocolate Co., 2136
ntown avenue; Purity Candy
22-28 Master street, all of
lelphia.
cakes: Frank Burns, 118 N.
y-second street, Philadelphia;
and Biscuit Co., Baltimore,
B. F. Stauffer, York, Pa.;
ern Biscuit Co., Richmond,

* * *

eping Accounts Accurately.

——, Pa., March 27, 1916.
e Editor.
ir Sir:—Will you people out-
some specific directions for
g accurate records and book-
g. We have a general store
ave one of the Champion reg-
for keeping accounts. We
e groceries, dry goods, car-
rugs, linoleums, shoes, boots,
ce and many other lines which
sistent with a general store;
so ship a great deal of pro-
What we would like you to
give us some definite outline
at we would have proper rec-
as you know insurance com-
s are very strict along that
and not only for them do we
it but for our own satisfaction.
tell where and what kind of
for keeping the records sim-
nd systematically would be the
in your opinion. This is ask-
good bit, but we will certainly
ciate your favoring us with

Made from Corn

ARGO Starch — **KINGSFORD'S** Corn Starch — **KARO** Syrup

And Now MAZOLA The Superior Salad Oil

Pressed from Indian corn and refined. Another pure corn product which is a money saver for every housewife and therefore

A MONEY MAKER FOR YOU

Mazola not only makes delicious, appetizing salads and sauces but it is more wholesome and economical than Butter, Lard or any substitute for shortening and deep fat frying. It meets every household requirement.

Why not make the most out of your oil trade? You'll sell more **Mazola** than you have ever sold of any other oil because everybody likes the taste and can *afford* to buy and use it.

Trial size, glass bottles, 5½ ounces net weight, also packed in 2-lb. and 8-lb. tins.

Corn Products Refining Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"MAZOLA is better than butter or fat for frying because it can be heated to a high temperature without burning."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Profit in the WRIGLEY Package

¶ Nothing pays you a profit until you sell it. Wrigley's is already sold before you buy it—sold by one of the heaviest consumer advertising campaigns in in the world.

¶ Into the WRIGLEY package we put the best gum that can be made—behind each package we put a silent, consumer ad. salesman. The sales are sure, the profits certain—and that is our idea of real co-operation with our distributors—the Retail Merchants.

THE PENNSYLVANIA PLAN

is a new idea in co-operation—Pennsylvania merchants enthusiastic distributors. We are working to make a bigger demand for WRIGLEY'S in Pennsylvania than ever before. If the merchants will link their efforts more closely to our advertising—display

WRIGLEY'S SPEARMINT AND WRIGLEY'S DOUBLEMINT

where every one will see it—their increased interest added to our increased efforts should double the sale of WRIGLEY'S—and that means more than double profit to our distributors.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.
CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is double strength—double wrapped and sealed to preserve its freshness and flavor—and every package contains a coupon good for valuable presents."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

this information. We have of firms who were so unfo to have a fire and by not complete and accurate recor very heavy losers.

Thanking you for this fa remain,

Yours truly,

The best plan for keepin accounts that we know of h devised by the Bureau of R of Harvard University, a published in full several we in this paper. We suggest t correspondent write the Bur get copies of certain tables fo ing accounts which are a the Harvard system. As w lect that plan, it should g practically all you want. find it doesn't, come back will try again.

* * *

Meat Cutter Wanted.

Hudson Falls, N. Y., March 27,

To the Editor.

Dear Sir:—Can you refer first-class meat cutter and man to take charge of a n partment. A splendid posit the right man. If so kindly and the same will be greatly ciated. Very truly yours, HARRY E. S

Anybody interested in th tion will please write Mr. direct.

* * *

Waste Paper Balers.

Danbury, Conn., March 2 To the Editor.

Dear Sir:—Will you ple form me where I can buy a paper baler for a small stor Respectfully yours, JOHN GERSTENM

See answer to Coles Store, Andover, Ohio, in thi

* * *

Waste Paper Balers.

Andover, Ohio, March 28 To the Editor.

Dear Sir:—Will you kind vise the names of several ma turers of waste paper balers a baler worth $10 to $18. Yours very traly, COLES VARIETY ST

The Buckeye Baler Co., Fi Ohio; Davenport Mfg. Co. I port, Iowa; Ypsilanti Hay Co., Ypsilanti, Mich., are all m of moderate priced balers.

SUN-MAID RAISI
The Nationally Advertised Brand
California Associated Raisin
Membership 6,000 Growers
Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudso New Y

The Grocery Markets

Tea.

tea market has shown no e for the week. Business is ed good, although nobody nch disposition to anticipate ants. Prices remain un- d for the week. A large of India products, including was partly destroyed during eek by fire and this is ex- to improve the market for n and Indias, because most of rgo was sold to arrive.

Coffee.

coffee market has shown no e for the week. Options fluctuated considerably, but Rio and Santos of all grades st about the same as a week Milds are strong and well ained: demand fair. Java Mocha unchanged and quiet. onsumptive demand for coffee y fair. Advices from Brazil rong, partly because of the hat the world's visible supply ch smaller than in previous

Sugar.

sugar market has continued ance during the week. Re- are quoting 7 to 7.10 for lated and raw sugar has been d up to 6.02. There is said in Cuba about a million tons v sugar, which would be avail- or this country if vessels could tained to bring it here. No ect of obtaining vessels in the future is in sight. Consump- lemand for refined sugar is

Syrup and Molasses.

cose remains unchanged for eek. Compound syrup is in lemand considering the late- of the season. Sugar syrup is ery high and dull. Molasses nged and quiet.

Fish.

sirable sizes of mackerel are st out of the market. Norways lown to hard pan and are y worth quoting any longer. s are exceedingly high and rs are only taking stock when have to. Some shore mackerel bout, but are not very active. ish is reported to be almost out of the market. On account of the scarcity, the market is about 2 cents above normal. Pink and Chum Alaska salmon are still showing an upward tendency on account of scarcity and good demand. Prices on Pinks advanced a shade further during the week. The high grades of salmon show no particular change. Domestic sardines, speaking particularly of quarter oils, are almost out of the market; such scarcity has not existed for years. Imported sardines are still in very light stocks and are ruling at very high prices.

Canned Goods.

Tomatoes are unchanged on the same basis ruling for several weeks. Future tomatoes are, if anything, slightly easier. Corn and peas show no change for the week. Apples unchanged and dull. California canned goods are in light request at ruling prices. Small Eastern staple canned goods are unchanged, with the exception of spinach, which has advanced about 10 cents from the lowest point.

Dried Fruits.

Prunes are still unsettled with a somewhat weaker tendency. Peaches, if anything, are a shade easier than they have been, though nobody could understand how they could go any lower than the prices ruling for several months. Apricots unchanged and quiet. Raisins and currants are unchanged, still being firm; fair demand.

Beans and Peas.

Pea beans, after a decline, have advanced again, and at present are quoted f. o. b. and in a large way $3.90 per bushel. Demand is fair. Marrows are unchanged for the week. Fair demand. California limas have advanced again and are now quoted at about 35 points above the lowest. Green and Scotch peas, particularly green, are almost out of the market, and there will be no more until October.

Butter.

The butter market is very active and all grades are showing a phenomenally good demand considering the high prices. The make is very light and in this section storage butter is cleaned up, therefore a continued high market can be looked for until the make begins to increase.

Eggs.

The egg market is steady and unchanged with a good consumptive demand. The quality is now the best of the year and the market is in good shape and is not likely to show any radical change soon.

Cheese.

There is a steady normal consumptive demand for cheese and with light stocks. Under grades are particularly scarce and are selling close to the price of the best. No immediate change seems likely until after the new make begins in June.

Provisions.

All smoked meats are steady and unchanged with a light consumptive demand. Pure and compound lard are in light consumptive demand and steady at an advance for the week of ¼ to ½ cent. Barreled pork, dried beef and canned meats are all steady and unchanged.

The Quality Index

A STORE that sells high-grade merchandise fairly radiates an atmosphere of quality.

The real quality index is the confidence of the customers of the store. That confidence is born of the effort of the owner himself—an effort and intent to sell only goods that will give entire satisfaction to *every customer every time.*

The grocer who sells the products of National Biscuit Company secures for his store the buyer's confidence in his goods that could be had in no other way.

NATIONAL BISCUIT COMPANY

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

Both salted herrings and imported mackerel, particularly Norways, continue in very active demand and prices, particularly for Norway mackerel, show a slight advance over last week's asking prices. Besides, stocks are much depleted of mackerel, and it seems that by the end of Lent practically all the stocks of Norway mackerel will have gone into consumption. Norway reports one of the largest catches of spring herrings in its history. In spite of the enormous catch, prices are even higher than they were before, because all kinds of fresh fish are bought by German agents all over Norway, but the Germans are paying just as high prices for the salted herrings in barrels. At the time when our Norwegian correspondents wrote to us the price of fresh spring herrings was about kr. 30, while in ordinary years the price for the very same goods used to be no more than about kr. 3 to 4. Consequently those

Pennsylvania Merchants

through the most active and effective organization of its kind in the country, are working unitedly for promotion, progress and betterment—for better homes, better communities, better business methods and consequently better business for all.

¶ Directly in line with this aim of the merchants, the DIAMOND MATCH COMPANY have perfected the

SAFE HOME MATCH

Inspected and Labeled by the Underwriters' Laboratories, Inc.

¶ The linking of the Safe Home Match with the Pennsylvania Plan is of special importance to every dealer and housewife in Pennsylvania because it means *safer* homes, freer use of matches and consequently bigger sales and greater profits to every merchant. SAFE HOME MATCHES are rapid sellers with

A Good Margin of Profit

You can sell more of them than any other brand because they are better, safer and more satisfactory in every way to the consumer. You will *want* to sell more of them than any other kind because you safeguard your community by selling the best match made and at the same time make good profits for yourself.

Safe Home Matches burn evenly and are non-poisonous. The heads don't fly off, they never light till you want them to and they are packed in big, safe boxes to

Retail at 5 Cents

MADE ONLY BY

THE DIAMOND MATCH COMPANY : : NEW YORK

SAY TO CUSTOMERS

"The SAFE HOME match is a REAL safety match that does not spark, sputter or break and you can strike it ANYWHERE."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

fresh herrings are selling to- about ten times normal value.

Our Norwegian correspondei form us that the cod fishing h rather a disappointment, particu regard to the number of fish whi been hung for stockfish, and things change very materially, t likely to be a great scarcity of fish this coming season, and pric higher than those practiced last will prevail. Naturally, when pr as high as all that the consum limited, and while there are alwa people who will buy stockfish, i ter at which price, they will r as much as they would if pric more normal.

STROHMEYER & ARP
New York.

—

Rice.

Market for the week has rule with fair inquiry from the trad ers are filling at current pric places in the assortment. Recei moderate in volume, and spot are held firmly. Prices are low at producing centers, so when l closed out, resupplies reflect in primary values.

Advices from the South along lantic coast report very little in ment over last week. Merchants for requirements only. Farm preparing for planting and bett ditions are anticipated.

At New Orleans the clean ri ket shows a further advance o week, especially on Blue Rose, has again advanced a full ⅛ cen active demand. Fancy Hondura coming scarce and medium gra this style are commanding mor tion.

In the Interior, Southwest Lo Texas and Arkansas, the mills active business and are rapidly e ing stocks. The rough rice m very strong and all lots offe taken up promptly at full values.

D. TALMAGE'S SON
New York and New Orleans.

—

Wheat.

This has been a very quie marketwise, and prices have f within a very narrow range. Th ket is in a waiting mood and for very little activity until af April Government report is issu ing the area and condition of wheat. To be consistent with reports, the Government should very large abandonment of ar also a very low condition. We late that the area will be from 000 to 35,000,000 acres as compar 40,169,000 acres harvested in 191

We have repeatedly called a in former letters to the prospe small spring wheat crop in Can our own Northwest. The en spring wheat crops in the Unite and Canada are primarily the r ideal weather conditions the pr fall, which enabled farmers to g ground in condition. This y percentage of fall plowing is ve and a smaller area is highly pro

The steamship situation is ha ping export, and to give you of just how great is the diffic securing transportation, would s this week we offered 115 shillin ton for a 7,500 ton steamer to cargo of flour. It would have about forty days for the vessel t

Read The Advertising Wo

for new and practical advertising ideas in v lines of trade. Its dictionary of headline ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus,

nsported and discharged this it would have earned in this 7,000, or almost as much as was worth before the war Our offer was declined, al- would have paid the owners ay for the use of the boat. countries are reaping a rich these abnormal conditions. ted that Norway owners have 75,000,000 in the past year. s our country—the richest in —without ships to transport ts—and our exporters at the foreign owners. standing the fact that we an abundant surplus of wheat untry, we feel that in view ospects of short crops in the tates and Canada that the wheat is not high. We shall h great interest the primary nd the weekly changes in the pply and seriously doubt if ers will be free sellers of d hence we should see a rapid in our visible supply.

To those who are apparently panic stricken by the disclosure of the enormous surplus in North America, we would suggest that they remember that wheat is not a perishable crop and they who own it are not forced to sell it.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Good Dry Goods Business.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows a large increase over the corresponding period of a year ago.

Road sales continue to exceed those of a year ago, for both immediate and future delivery.

More customers have been in the market during the week.

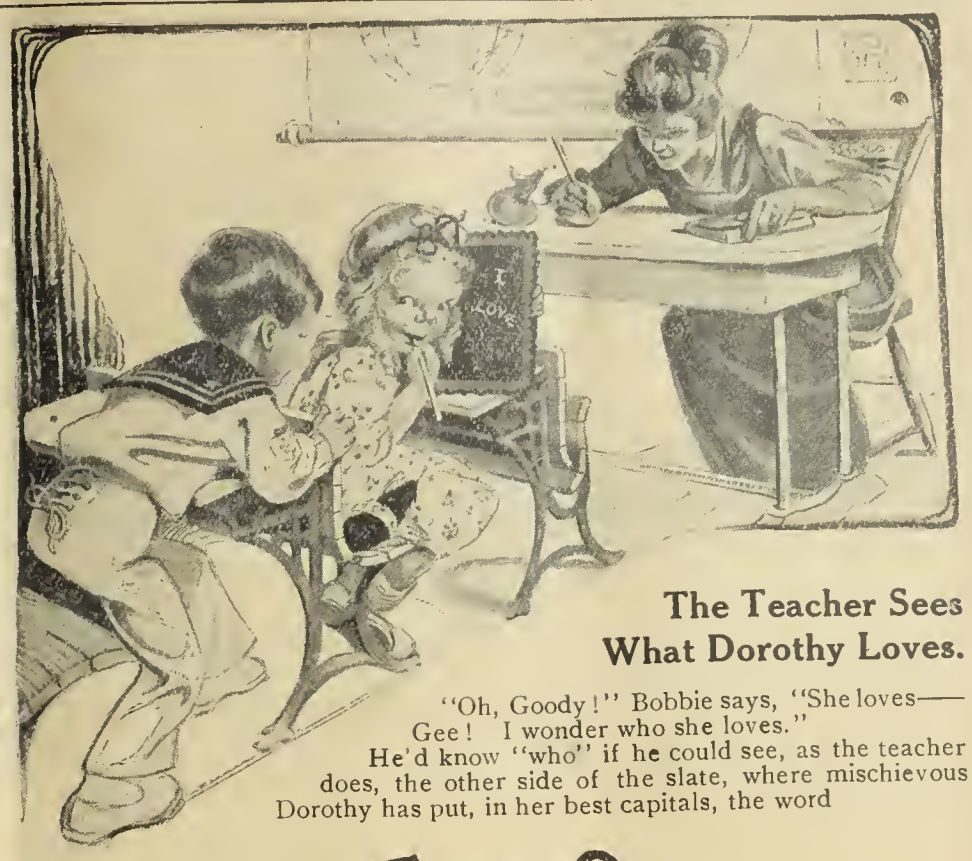
Collections are ahead of the same period last year.

The cotton market is strong, and prices are advancing.

The Week's One-Time Ads.

t ever struck you that an egg candler would be a nifty r you to have? You could e good advertising out of an egg candler—you could put ur counter and attach it to socket, or, by ginger, you ut it in your window and ggs right in people's faces. nnings' electric egg candler ad. in this issue. You'll when you see it for it has the big word "Best" right at the top. They say this little candler will candle 300 dozen eggs an hour! Just think of that! These Jennings' people are making a special deal on this candler for sixty days. Don't let the sun go down again, dear brother, without writing and getting it. It's things like this that get people talking about your store.

JIMMY MANDER.



The Teacher Sees What Dorothy Loves.

"Oh, Goody!" Bobbie says, "She loves——
Gee! I wonder who she loves."
He'd know "who" if he could see, as the teacher does, the other side of the slate, where mischievous Dorothy has put, in her best capitals, the word

JELL-O

What Dorothy wrote was, "I love Jell-O," and Bobbie couldn't object to that, for probably he likes Jell-O himself more than he loves any girl.

All children love Jell-O, and as it is one of those good things to eat that seem to agree with everybody, it is given to them very freely by thoughtful parents.

By the way, did you note that Jell-O received the Grand Prize (the highest award) at both of the California National Expositions last year?

THE GENESEE PURE FOOD CO., LeRoy, N.Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

What Vogt Quality Means

The consummation of an ideal
Quality in Pork and Beef Products
The purity of the finished article is of first importance

ams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

ogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

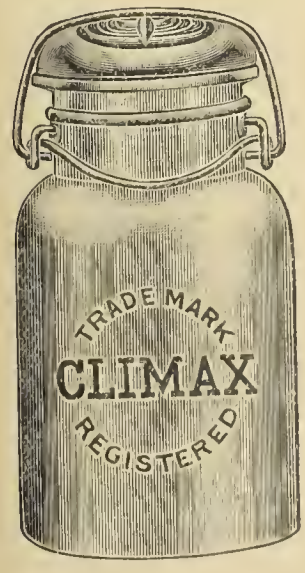
Ask Your Jobber

. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

ORDER YOUR

Fruit Jars and Jelly Tumblers NOW



They are going to be higher soon

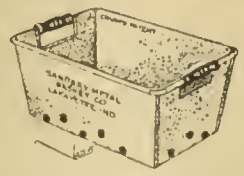
Mason P. L. Jars
(BALL BROTHERS)
Climax Jars
Banner Jars

FISHER, BRUCE & CO.
221 Market St. PHILADELPHIA

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

A HOUSEHOLD NAME
Your customers know the good uses of
MAPLEINE

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Clipper Lawn Mo

The
that will k
weeds in y
If you ke
weeds cu
do not go
and cut y
without
the small
roots, the
comes th
Weeds dis

The C
Will

Dealers Spot Cash Prices

No. 1. 12-inch . . . . . .
No. 2. 15-inch . . . . . .
No. 3. 18-inch . . . . . .
No. 4. 21-inch . . . . . .
Pony Mower, 24-inch . . . . . .

The Dixon Lawn Mowe

12-inch $4.50 14-inch $5.00 16-in
18-inch $6.00 20-inch $6.5

Patent Thrust, Ball Bearing, Guar
Every Way and Dust Proof. Both t
and lower knives are crucible steel.
are 10 inches high and the gear is on t
rim of the wheels, giving great po
speed. The real knife is 6½ inches l
ter, has four blades. The lower bed
crucible lip steel and fastened to float
bed. This bed knife bar rests on tie
holds the back ends of the mowe
together.

CLIPPER LAWN MOWER
DIXON, ILLINOIS

Our Eyesight Is Good

for we can see a good year for you if you will let us furnish you with our

INDEXED COUPON BOOKS

Cut out bookkeeping—losses from forgotten charges—disputes—overrunniug credits, etc. Increase your cash customers—control your credit ones. Will get you the cash. Best and most convenient made. Saves time, labor and trouble. Inexpensive. F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM
SAMPLES FREE. NO OBLIGATIONS. ASK FOR THEM
J. P. FORBES, Forbes Building, **Coshocton, Ohio**

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

s That Are Being Advertised to Your Customers

n Merchant and Grocery World" Makes Compilation roducts for Which Demand is Being Created Through ding Periodicals. Papers and Magazines Used as is Cover Entire Country.

The compilation which appears below is the result of more think- ong a line which was given some discussion several months ago, he advantage to the retailer of keeping posted as to what prod- are being advertised to his customers, so that he may get the t of such advertising, if the product is for other reasons a ble one to sell. The list here presented includes practically every g magazine and periodical, and products that are not advertised least some of them are hardly advertised in this way at all, gh they may be in newspapers or in direct ways, such as sampling, nstrating, etc.]

April.

turday Evening Post.

ohn's, eighth page.
inc Biscuits, quarter page.
er Oats, half page.
z Foods, three-quarters page.
Medal Flour, one page.
bell's Ox-Tail Soup, half
n-Nut Peanut Butter, eighth
peian Olive Oil, one inch.
ist Oranges, one page.
's Mixture, one page.
gg's Toasted Bran Flakes, nches.
Label Ketchup, eighth page.
hine Biscuits, quarter page.
id Veneer, eighth page.
e-in-One Oil, quarter page.
ston's Chocolates, eighth
et Tobacco, half page.
e Paints and Varnishes.
ed Wheat and Rice, half page.
ling Gum, half page.
Foot, one page.
edo Tobacco, one page.
Flush, quarter page.
Label Ketchup, eighth
erwood Deviled Ham, quar- ge.
ee-in-One Oil, quarter page.
Maid Raisins.
y Soap, one page.
ling Gum, eighth page.
lin Soap, quarter page.
t Tissue Towels, half page.
ddin Aluminum, one page.
e's Mixture Tobacco, half
logg's Toasted Corn Flakes, age.
nce Albert Tobacco, one page.
kist Lemons, one page.
fornia Sun Maid Raisins, one
ry Soap, one page.
mpeian Olive Oil, one inch.

Ladies' Home Journal.

llogg's Toasted Corn Flakes, page.
id Medal Flour, one page.
ry Soap, one page.
sco, quarter page.
gle Milk, quarter page.
octer & Gamble's White Naph- Soap.
nkist Lemons, quarter page.
blin Soap, quarter page.
aker Oats, half page.
vift's Premium Ham, quarter
rrington Hall Coffee, quarter
nderwood Deviled Ham, quarter
cero Cubes, eighth page.
ue Label Ketchup, eighth page.
nkist Oranges, one page.
rnett's Vanilla, quarter page.
Knox's Gelatine, quarter page.
Karo Syrup, quarter page.
Colburn's Spices, eighth page.
Burnham & Morrill Fish Flakes, eighth page.
Oystero, one inch.
Puffed Wheat and Rice, half page.
Libby's Olives, half page.
Pettijohn's, eighth page.
Campbell's Ox-Tail Soup, half page.
Dromedary Coconut, eighth page.
Armour's Ham, half page.
Minute Tapioca, three inches.
Jello, quarter page.
Heinz Varieties, three-quarters page.

The Outlook.

Ivory Soap, one page.
Shredded Wheat, one page.
Jello, one page.
White House Coffee, half page.
LePage Glue, one inch.
Beech-Nut Bacon, quarter page.
Three-in-One Oil, quarter page.
Pettijohn's Breakfast Food, half page.
Palmolive Soaps, one page.
Swift's Premium Hams and Bacon, one page.
Bon Ami, one page.
Pompeian Olive Oil, one inch.
Puffed Wheat and Rice, one page.
Royal Baking Powder, one page.

The Youth's Companion.

Ferry's Leads, quarter page.
Three-in-One Oil, two inches.
Burpee's Seeds, eighth page.
Baker's Cocoa, four inches.
Crisco, quarter page.

St. Nicholas.

Fairy Soap, one page.
Baker's Cocoa, one page.
Campbell's Soups, one page.
Jell-O, one page.
Puffed Wheat and Rice, one page.
Eagle Brand Condensed Milk, quarter page.
Three-in-One Oil, quarter page.
Beech-Nut Peanut Butter, quarter page.
Maillard Chocolates, etc., quarter page.
Kellogg's Toasted Corn Flakes, one page.
Ivory Soap, one page.

McClure's.

Royal Baking Powder, one page.
Baker's Cocoa, quarter page.
Ivory Soap, one page.
Campbell's Ox-Tail Soup, half page.
Shredded Wheat, half page.
Eagle Brand Condensed Milk, quarter page.
Postum, quarter page.
Fairy Soap, one page.
Puffed Wheat and Rice, half page.

GOLD DUST sells the year 'round

The big thing about Gold Dust, from your viewpoint, is that it sells every day in the year. The housewife has many uses for it Summer and Winter—and even more uses in the Spring and Fall.

Gold Dust is a steady profit-maker for the merchant. Our extensive advertising of practically every kind and nature, is constantly creating new buyers—and once used, Gold Dust is never replaced.

Satisfied customers are the life of your business. Gold Dust makes them.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

Would You Let Your Customers Peek Behind Your Old-Style Counter?

You know you would not. And you know *why*. Clean up! Get rid of this old dirt trap! To have the back of your counter always clean and sanitary, install the

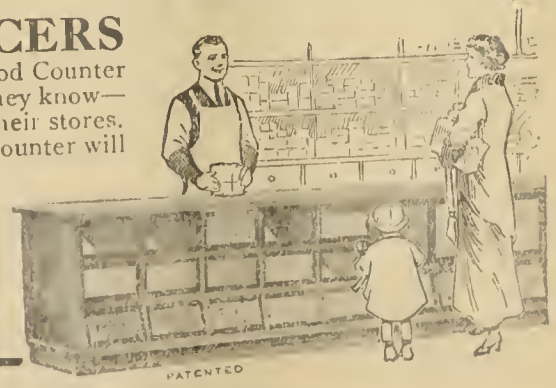
SHERER PURE FOOD COUNTER

It keeps everything "spic and span." No place for dirt and muss. It stores thirty lines in clean drawers—behind glass windows. Saves steps for you and all your clerks. Increases sales by showing the goods attractively. Keeps out dirt and dust and flies and mice. And all in space now wasted.

40,000 GROCERS

can tell you the Sherer Pure Food Counter is an asset—a profit maker. They know—because they have Shererized their stores. Find out how the SHERER Counter will pay for itself out of the money it earns for you! Write to-day for Booklet J.

SHERER-GILLETT CO.
1707 S. Clark St., Chicago



When Your Customer Orders "Tea," She Means

LIPTON'S TEA

Extensive and persistent advertising has taught women everywhere that **"tea—that's** only half a word—the other half is **LIPTON'S."** This message meets their eyes on every side—in their favorite magazines, in street cars, on billboards, in newspapers they see our advertising. Not only by advertising, but also by the recommendation of satisfied users has **Lipton's Tea** become the most widely known and therefore the easiest tea to sell.

You're always safe in filling orders with **Lipton's Tea,** because the airtight, sealed package preserves its aroma and strength, and you can depend on its flavor giving satisfaction. You can also please any class of trade with **Lipton's Tea** because we pack ten different blends. Let customers choose between Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea.

Good profit for you and a convenient package to handle; a well-known article that sells steadily and pleases all classes of customers—that's the story of **Lipton's Tea** in a few words.

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"We sell LIPTON'S TEA to all our customers, because there's a LIPTON TEA for every taste. Try it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Sterling Gum, half page.
Three-in-One Oil, six inch
Lucky Strike Tobacco, page.
Heinz Spaghetti, three-q page.
Burnham & Morrill Fish quarter page.
Whitman's Products, page.
Grape Nuts, one page.

The Century Magazin

Fairy Soap, one page.
Baker's Cocoa, one page.
Shredded Wheat, one page
Campbell's Ox-Tail Sou page.
Beech-Nut Bacon, half pa
White House Coffee and half page.
Pompeian Olive Oil, one i
Ivory Soap, one page.

Pearson's.

Tuxedo Tobacco, one pag

The American Magazi

Bon Ami, one page.
Ivory Soap, one page.
Campbell's Ox-Tail Sou page.
Puffed Wheat and Rice, hal
Fairy Soap, one page.
Grape Nuts, one page.

Designer.

Bon Ami, one page.
Ivory Soap, one page.
Minute Tapioca, Gelatine, ter page.
Procter & Gamble's White tha Soap, quarter page.
Postum, quarter page.
Liquid Veneer, quarter pag
Dromedary Cocoanut, page.
Eagle Brand Condensed quarter page.
Crisco, quarter page.
Quaker Oats, half page.
Burnham & Morrill Fish eighth page.
Puffed Wheat and Rice, hal
Blue Label Ketchup, eighth
Three-in-One Oil, five inch
Karo, quarter page.
Pettijohn's Flour, eighth
Knox Gelatine, quarter pa
Gold Dust, one page.

Scribner's Magazine.

Beech-Nut Bacon, half pa
Ivory Soap, one page.
Grape Nuts, one page.

Everybody's Magazine

Ivory Soap, one page.
Postum, one page.

Collier's Weekly.

Puffed Wheat and Rice, hal
Quaker Oats, half page.
Postum Cereal, quarter pag
Eagle Milk, eighth page.
Heinz Spaghetti, three-qu page.
Pettijohn's, eighth page.
Swift's Premium Ham, q page.

The Woman's Magazin

Bon Ami, one page.
Ivory Soap, one page.
Procter & Gamble's White tha Soap, quarter page.
Eagle Brand Condensed quarter page.
Minute Tapioca, quarter pa
Burnham & Morrill Fish F eighth page.
Blue Label Ketchup, eighth
Liquid Veneer, quarter pag
Puffed Wheat and Rice, half
Crisco, quarter page.
Postum, quarter page.
Quaker Oats, half page.
Dromedary Dates, eighth pa
Karo, quarter page.
Fairy Soap, quarter page.

Gelatine, quarter page.
's Premium Hams and Barter page.
ohn's Bran.
-in-One Oil, six inches.
Dust, one page.

Delineator.

Soap, one page.
er & Gamble's White Naphap, quarter page.
d Veneer, quarter page.
m, quarter page.
Brand Condensed Milk, page.
o, quarter page.
te Tapioca, quarter page.
d Wheat and Rice, half page.
our's Veribest Package Foods, ge.
er Oats, half page.
z Spaghetti, three-quarters

edary Cocoanuts, eighth

ham & Morrill Fish Flakes, page.
et Dessert, four inches.
Label Ketchup, eighth page.
Syrup, quarter page.
Gelatine, quarter page.
t's Premium Hams and Barter page.
y Soap, quarter page.
e-in-One Oil, six inches.
john's, eighth page.
hen Bouquet, two and a half

Dust, one page.

McCall's Magazine.

Ami, one page.
y Soap, one page.
dded Wheat, third page.
um, third page.
kist Lemons, third page.
le Brand Condensed Milk, page.
Naptha Soap, third page.
medary Cocoanut, eight inches.
ker Oats, two-thirds page.
id Veneer, eight inches.
ed Wheat and Rice, two-page.
nham & Morrill Fish Flakes, inches.
ijohn's Breakfast Food, seven

nlet, one inch.
peian Olive Oil, one inch.
-O, fourteen inches.
co, fourteen inches.
d Dust, six inches.
o, ten inches.
i Flush, sixth page.
ee-in-One Oil, sixth page.
Dutch Cleanser, one page.

Ladies' World.

am of Wheat, one page.
Dutch Cleanser, quarter page.
npbell's Ox-Tail Soup, half

stum, quarter page.
ffed Wheat and Rice, half page.
uid Veneer, three inches.
wney's Cocoa, quarter page.
ld Dust, eighth page.
ero Cubes, eighth page.
i Flush, six inches.
rnham & Morrill Fish Flakes, er page.
aker Oats, half page.
omedary Cocoanut, two and a inches.
yal Baking Powder, three-hs page.
ttijohn's Breakfast Food, h page.
ree-in-One Oil, six inches.
omedary Dates, eighth page.
ech-Nut Butter, quarter page.
iro, quarter page.
mford Baking Powder, quarpage.
pton's Tea, quarter page.
nox Gelatine, quarter page.
n Money Pickles, two inches.
ystero, one inch.
esco Flour, one inch.
rape Nuts, one page.

How About Vacation Time and Camp Life

This is the time of year when mountains, seashore and camp are loudly calling. **Borden's Peerless Brand Evaporated Milk** forms a part of the equipment of every family who spend annually these few months seeking rest and contentment near to nature. See to it that you call your customer's attention to the convenience, cleanliness and safeness of **Borden's Peerless Brand Evaporated Milk** during the hot weather. It can be used for every purpose where ordinary raw milk is used. It is a big relief to feel sure of your milk supply when in camp or on vacation. **Borden's Peerless Brand Evaporated Milk** being made from the highest grade raw material, by careful and sanitary methods of manufacture, offers to your customer a safe and wholesome, absolutely pure milk supply.

Do not take any chances with baby's milk supply when in camp or on vacation

Impress upon your customers the necessity of providing a safe and sterile food for baby during the hot months, or when away from home, or in temporary, changed or strange surroundings. Many times this is the direct cause of baby's digestion being upset, and an anticipated pleasant and restful vacation is thereby turned into an anxious and unpleasant one. **Eagle Brand Condensed Milk** affords at all times and under any circumstances a pleasing and safe food for baby. More babies have been reared successfully upon **Eagle Brand Condensed Milk than upon all other infant foods combined.**

Borden's Condensed Milk Co.

"LEADERS OF QUALITY"

Established 1857 **NEW YORK**

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.
SECURITY
INTEGRITY
LOYALTY
FOUR

WHAT TO TELL CUSTOMERS

"When you buy BORDEN'S BRANDS you get a finished product that is safe and uniform, which has been made in surroundings and by methods that are the most perfect types of cleanliness and sanitary handling."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Another Writer Who Thinks There Are Too Many Retail Stores

Says Excessive Competition Creates Trade Evils and Forces Up Prices. Consumers Want Too Much.

A writer in the last issue of "Collier's Weekly," under the title "The Extravagant Corner Grocery," presents an interesting study of the average grocer of to-day, and some of the problems that he is constantly facing. A part of it is as follows:—

If the middleman is blamable—and unquestionably he is—then the retailer cannot hope to escape guiltless. In his defense he urges certain reasons why he is forced to charge more than formerly. Pure food legislation has added to the cost of groceries; so has the demand for package goods instead of goods in bulk. Sanitary regulations are much stricter than formerly, and add to the cost.

But the big reason for the high cost of retail food distribution, and one the retailer never mentions, is competition, that old fetish of the economist of the Adam Smith school. Competition in the grocery business doesn't operate to reduce prices; it increases them. It is true there is no longer any vigorous competition in the cutting of prices; even the smallest cities have their grocers' associations, which sees to it that prices vary but little between the various stores. But there is a decidedly vigorous competition for business in spite of that, and it is from this competition that most waste arises. Each store tries to give best service; hence there must be deliveries by each different firm, instead of a general delivery by all, covering the city once, instead of many times. Frequently as many as twenty different firms will make deliveries in one block. Competition results also in a multiplicity of deliveries; if trade is to be retained, even a box of matches must be delivered at once.

Credit is not due solely to competition, but competition often results in the extension of credit to doubtful customers, and hence competition is to blame for a large proportion of the loss arising from bad credits.

Retailers excuse their big profits on fresh vegetables and meats by calling attention to the perishable nature of these products. But here again competition is largely to blame. Each little store, in order to satisfy customers, must carry a complete line of all fresh vegetables and meats, and often, due to restricted demand and the small number served, certain lines are not called for, while more often still there is loss because of the poor cold storage facilities in many small retail establishments.

Each little grocer must pay rent, interest, insurance, taxes, profit. Possibly these are the greatest wastes of competition. In every city and hamlet the grocery business is overdone, in spite of continual failures, and the public is compelled to pay, in high prices, for all this surfeit of establishments.

Since almost half the retail cost of food products goes to middlemen and retailers, it might be thought the men engaged in those lines are making exorbitant profits. That is probably true of some of them. For instance, figures show that "chain stores," which buy much of their goods at wholesale and make many economies in retail distribution, need add only about 20 per cent. to the first cost to cover all expenses, as against the 30 to 45 per cent. that must be added by the small retailer who buys from jobbers and wholesalers. It can be seen there is great opportunity for big profits in our present distribution system, and some men, of course, have seized these opportunities. But they retain practically all the profits for themselves, passing but little on to the consumer in cheaper prices.

But while some men make big money under the present system, the majority do not. The owner of the average corner grocery usually makes only a bare living, though he works long hours and drafts his whole family into the store. No business shows a larger percentage of failures than the grocery business. "No particular class of dealers," the New York Commission report concludes, "is making undue profit, and the smaller tailers are barely making wages

This is all very fair and very Regular readers of this pape not find much that is new in i the same thoughts and opi have many times been expres the "Modern Merchant and Gr World." An excessive numb retail grocery stores, and exc demands from consumers, ar sponsible for both the high selling prices and the evils o trade.

There Are Over 200 Chase-O Posted Around Philadelph and Camden.

These posters, which are 20 x are put around town to help r to sell Chase-O. Over 200 of t Philadelphia alone—and 50 in C And backing up the posters is a to-house canvass where Chase-O dry Crystals are demonstrated small sample left.

This co-operative work is bo help you. Once a Chase-O bu ways a Chase-O buyer—and ren when they come in for Chase- chances are they will buy other as well. So this Chase-O campai help your store.

Why not arrange with us window display of Chase-O, and give you some cartons for your c Then watch your sales jump a f per cent. For Chase-O makes and a woman will insensibly conn good she got from the product w store from which she bought it.

20 Per Cent. of Ice Saved

A Fact, Not a Promise

RIGHT use of "dead air-space," especially in our **Air-lock Doors,** enab us to **GUARANTEE** that users of Howe Refrigerators will save 20 cent. of ice, because they are **doing it.**

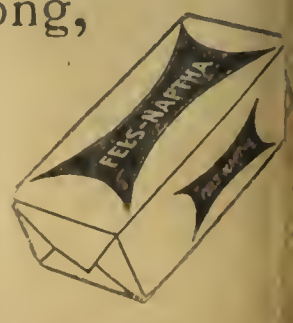
Now is the time to plan for money-saving store refrigerators for h weather. Think of that 20 per cent. saving, and write or call us up abo them **now.**

HOWE SCALE COMPANY, 508 Market Street, Philadelphia

There is value for

the grocer in **Fels-Naptha** soap boxes. They are clean, strong, nicely shaped, and useful for packing and re-shipping.

Probably no container of specialties can be more readily sold at fairer prices.



Burksbock

NOW ON SALE

Every Thursday, Friday and Satúrday during the season

DIRECTIONS

Cut links apart. Cut the casing lengthwise on two sides with the point of a sharp knife. Remove the casing by pulling it from end to end, by which method the meat will not adhere.

Brown a piece of butter in a pan, then fry BURKSBOCK long enough to heat it through, meanwhile gently shaking the pan. Serve hot.

When ordering your Easter Hams and Bacon remember that BURK'S are well trimmed, mild cured and from superior quality hogs

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

"S. & H." Green Stamps

"Hamilton COUPONS" "The Sperry Magazine"

THE TRIPLE APPEAL

¶ THE time-worn "special price" idea has lost its pulling power. Get the facts and figures on the "Sperry" Service and use an every-day business tonic that always sells goods!

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

Human Skunks.

The world is full of human skunks, ain't it?

Me, I'd rather do business with some of the real ones than with the human ones.

You can depend on 'em better. You know what you've got to expect of 'em, and you can wear a rain coat. With the human kind you never know what to expect. They get you just when you've left your rain coat at home.

There's a little place I make once in a while with two good stores in it. I believe there's a couple more or so, but they're little places that sell candy and note paper too and don't count for much. The other two are real stores.

About six months ago one of 'em thought he'd make a hit and he started in to have special days, when he'd cut prices. Naturally he picked out goods that everybody knew about, like Postum Cereal and things like that. The other fellow saw himself losing some business and he got into the game too. To make a long story short, in a little while both of 'em were selling about a dozen things at prices that didn't even give 'em back a new dollar for an old one.

When they reached that, the fellow that had started the ball rolling woke up to what a fool he'd been.

It's funny it's so easy to see what a fool you've *been*, and so blamed hard to see what a fool you're *going to be*. Ain't that right?

In spite of that fool break, he had a little gumption, so he went to the other one and laid down.

"I was a jackass ever to start the thing," he said. "I own up to it. And I've learned my lesson—I'll never do it again."

Then he proposed the scheme that they both go back to the old prices on everything. It was a good scheme, for between 'em they did most all the trade and if the people couldn't get the stuff under price from either of 'em they would pay the regular price to both of 'em.

The second man jumped at it, of course. He'd only gone in anyway because he had to and he was tickled to death to get out. So they fixed it up that on a certain day they'd both put the prices back to where they were before. I believe there was about fifteen things.

When the time came they both did it. Pretty soon, though, the second man began to get wise to the fact that he wasn't selling much of these fifteen things. He couldn't figure out why, unless somebody else was selling 'em cheaper, and after sitting still for a week or two he got an outside boy and sent him to the other store to buy some stuff. Some of the fifteen brands was among it.

Every one of 'em was sold at the cut price. The blamed Slink hadn't gone up on 'em at all. He'd simply played the other man into putting up *his* prices.

Well when he found that out he went straight to Slink and put it at him. He had the goods and Slink couldn't work out.

"Well to tell the truth," he said, "I got to thinking about that after I'd seen you and I was afraid to go ahead because I think an agreement like that is against the law. I was afraid we'd get into trouble."

"Didn't occur to you to tell me that, did it?" said the second man. "You left me thinking all the time you were going to go through with it—it was your scheme, you remember—and then you dumped me! You're an infernal skunk, that's what you are!"

Good words! Maybe not quite strong enough.

Now I ain't a lawyer, but it does seem to me as if that scheme to fix the prices may have got up against the law. But that didn't make any difference. It was up to the fellow that had got it up, wasn't it, to let the other man know if he'd decided to back out. There ain't any two ways about that, is there? And I wouldn't believe him on his oath—neither would the other man—if he said he didn't cook the whole thing up. I'll bet anything he did cook it up and it was a dirty business all the way through.

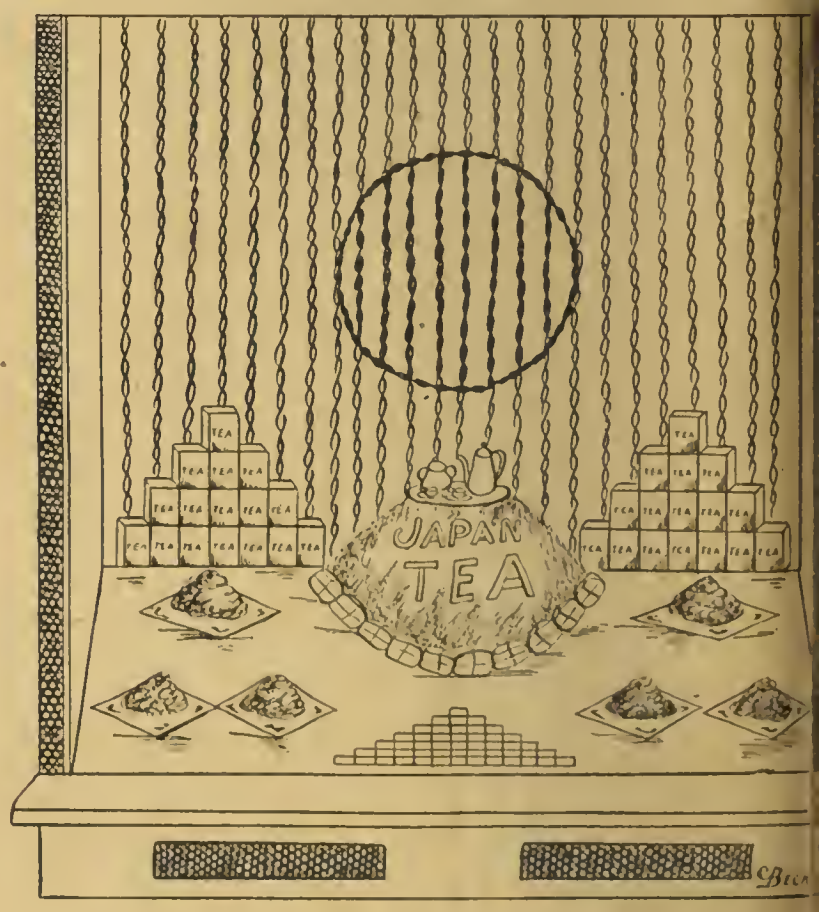
It was dirty because it second man hung up by his He can't show Slink up Slink would look like the f the people, trying to keep down, and the other man wo like just the opposite. D that? And he couldn't go o to get decent prices for the because Slink wouldn't let h was high and dry—he cou anything.

Nothing anyway except o on the street, but there a money in that, is there?

I wish there was some could complain to the B Health about a stinker like have him quarantined or so Anyway, I'm going to see gets a copy of this paper, if get it anyway. That may he

THE STR

Weekly Window Display Suggestion



Japan Tea Display.

Cover the floor of the window with white paper. The pyrami at the fore is of cubes of sugar. Show various grades and kinds o separate white napkins here and there about the window. The centr is composed of loose tea, distributed over a mound of bags of sug keep the tea in place at the base, place a row of bags of tea all round. Make the letters "Japan Tea" with sugar cubes. Top the with a tray, set with a tea service for one or two. Next arrange t of tea at either side of the loose tea mound.

A rather striking background is obtained by suspending a red hoop (filled in with strips of red twisted paper) in front of whi tacked two inches apart at the floor and at the ceiling.

Stores That Look Like Junk Shops

No matter how hard you try to avoid it, your store will look like a junk shop if its shelves are overcrowded.

Of course you can overcrowd shelves supported by **ıes' Brackets,** but you won't reach the crowded until you've got 25 per cent. more goods on shelves than you can put on the old-fashioned ves.

Baines' Brackets hold up shelves without the ime uprights that eat up space. The whole, un- ructed shelf-length is available for goods. We've ed up the gain many times—it amounts to a clear ase in shelf room of 25 per cent.

)UA BRACKET CO. = = Piqua, Ohio

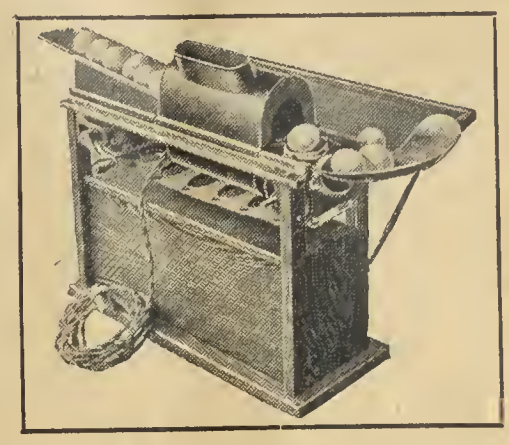
Do You Believe That There is a

BEST?

OF COURSE, and you want it, too, if the price is right.

The Electric Daylight Egg Tester is the

BEST EGG CANDLER



on the market.

It will test 300 dozen eggs an hour, and it will do the job perfectly. The operator needs no particular experience.

The Electric Daylight Egg Tester is

NEAT, DURABLE and INEXPENSIVE

It will add to the appearance of a counter and will enable the dealer to absolutely guarantee the freshness of the eggs he sells. A guarantee with eggs means money and satisfied customers. Write to-day for our special offer on all orders received during the next sixty days.

A. E. JENNINGS COMPANY

531 Detroit Street **ANN ARBOR, MICHIGAN**

When a manufacturer has spent his brains and his money creating a demand for a worthy article, don't you agree that it is hardly a fair deal for a retailer to try and appropriate that demand to something else?

A demand created represents real property, and it can be stolen like other property.

THE ABOVE IS THE ADVERTISEMENT OF

harles B. Knox Company, "Knox Gelatine"
irwell & Rhines, "Criss Cross Cereals"
. Fischer & Co., "Hotel Astor Coffee and Rice"
'alter M. Lowney Company, "Lowney's Cocoa and Chocolate"
he Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

No. 357.—Some More Results of Not Putting Everything in the Contract.

I take it that every reader of these articles either advertises in some kind of a publication, or is interested in advertising and expects to do some sometime. Therefore I expect general interest for the following:—

Cleveland, Ohio.

We are expecting to be sued shortly by a certain paper who claims we owe money to it on account of an advertising contract, and meanwhile we should like to submit the question to you, knowing that you encounter all sorts of legal questions. If we are liable for the claim, we had better pay it and be done with it, rather than pay heavy court charges and lawyers' fees. On the other hand, if we are not liable for it, we would like to know it.

About six months ago we made a contract to advertise in a certain journal circulating among retail dealers. Most of our business is wholesale. The advertising solicitor said the paper was the most important of its class—he emphasized this and repeated it several times—and would positively bring us business. He said his subscribers would write us from all over the South, and that retailers everywhere swore by his paper and always patronized the firms advertising in it. The greatest stress, however, was laid on the promise that the advertising would positively bring us orders, and if it had not been for this we would have never thought of advertising, for we are not advertisers. The advertising ran for several months, when we stopped it. It did not bring us any business whatever, and we inquired and found that the paper did not have a large circulation and was not the most important of its class. We also found that it was not especially well regarded among the trade; in fact, its position is somewhat inferior. In short, every representation made by the solicitor was false. We do not feel that we are liable for the bill, which amounts to over $200. We have paid nothing on it. The paper threatens to enter suit for the above amount and to also hold us for the entire year. What is your advice?

Respectfully yours,
O., G. & Co.

I think this correspondent is not morally liable, but legally I am afraid he is. There are a number of cases in the books which hold that a paper can collect its advertising bills under just about these circumstances. I have found one case in which the facts were extremely similar. The solicitor had said that his paper had the largest circulation of any paper of its class in the territory, and almost guaranteed that an advertisement in it would bring in more money than the advertisement cost. The advertiser, he said on the strength of these statements, signed up and the advertisements were published. They never brought any business whatever, and later the advertiser learned that the paper in question did not have the largest circulation in its field.

Naturally he refused to pay the bill, because he felt that he had been cheated, as indeed, morally speaking, he had been. But the court said he must pay, anyway. The court said, as many other courts have done before it, that every seller is entitled to do a certain amount of "puffing" for his goods, as to the truth of which he will not be held strictly responsible; that this talk about the big circulation was nothing more than puffing; that as for the promise of business from the advertising, it was "hardly more than prophecy or the expression of an opinion." The court that decided this case also indulged in some reflections on the fact that this most important part of the contract had been omitted from the written document.

I recall another case, also based on an advertising contract, in which the advertiser resisted payment because the solicitor had said that the advertiser's goods would be "introduced" into so many stores by the advertising. The advertiser claimed that they were not introduced in any stores to speak of, but the court said "pay your bill just the same." Not only was this "guarantee" omitted from the written contract, but the court said it was really not a guarantee at all. It is profitable to reflect that if the advertiser had thought to insist that the "guarantee" go in the written contract, he would then have had a good legal reason for not paying his bill if the guarantee was not fulfilled.

I hate to be saying "I told you so" so often, but this Cleveland case is simply another case of reaping what one has sown. When this advertising solicitor was reeling off his promises and representations about his paper and what it would do, this correspondent should have said, "Put all that in the contract. Write 'I hereby warrant and declare,' and under that put 'that this paper is the most important of its class and has a circulation of so much; that an advertisement in its pages will positively bring orders for goods amounting to so much money.'" And anything else that the solicitor felt like putting in. In other words, everything he said about what his paper was or what the advertising would do, should have been made a part of the *written* contract. Talk is cheap and the courts always hold it cheap.

If the paper signs or accepts a contract like that—don't let any solicitor accept it; get the manager of the paper to do it—and if it is later learned that the paper wasn't what it was claimed to be, or if no business resulted, then an advertiser would have solid ground under his feet. But it is highly probable that no paper would accept any such contract, and an advertiser would thus know at the start where he stood and would save his money. I don't know a great deal about advertising, but I have a strong impression that few if any papers will *guarantee* that advertising in their pages will bring business, that is, guarantee it in writing. Certainly no reputable papers will.

(*Copyright, April, 1916, by Elton J. Buckley.*)

—

Question: "W.," Pa.—Three years ago I purchased a grocery stock and fixtures from a man, counter and shelves included. On January 14, 191 moved from the premises stock and fixtures, leaving and shelves. The money was attached to the counter. moved it. The man has thr to arrest me for larceny u return it. Would you kindly me as to the money drawe a fixture or part of the coun whether I should return it The drawer is an alarm dra tached underneath the coun jam screws.

Answer.—If you had the money drawer to the yourself, you could remov take it away, for it would my judgment be such a fix you would have to leave. I however, that the drawer wa attached to the counter, wh bought the store. If so, I a clear that it would be regar of the counter which was to you, and that you had to take it. I advise returni

—

Question: * * *, Pa.—W please answer the following next issue:—

1—If I would contract to house, and the contractor send his men and the men insured, if one is hurt who sponsible under the compe act?

2—If the contractor w some work himself, who w responsible if he were hurt

3—If I would hire a wo scrub the house, and she we could she claim anything u compensation act?

4—If I were building a house and would ask one neighbors to help me two days, and he were hurt, c claim anything under the sation act?

5—What should a perso protect himself on jobs like a house?

6—If a pastor has a ch three or four congregation one insurance be taken out all congregations?

1—You are responsible fo ies to a contractor's worki curring on your premises, you post conspicuously on th ises a notice that you do no to be responsible. If at th time you file a notice to th effect with the Bureau of men's Compensation of the ment of Labor, Harrisbur you are relieved.

2—The answer is the same 1.

3—You would not be resp for the act has no applica house servants.

would not be liable, for
no application to casual
i. e., occasional employ-
t in to do one job.
w the course stated in

there could be joint in-

equests for information in
ment should tersely set out
he facts bearing on the case,
estions should be carefully
void misconstruction. Write
of the sheet only. Letters
received at this office not
Tuesday of each week, to en-
swer in the Monday's issue
The signature and address
ter must accompany all in-
d will be published un-
a request not to do so. All
eceived will be answered
rge. Address all communi-
Legal Editor "Modern Mer-
Grocery World."

Do About Fire Insurance.

ent trade convention the fol-
s presented as a complete
nduct toward fire insurance
of the retail merchant. It is
gh to cut out and paste up
:—

BEFORE THE FIRE.

—You should carry enough
e to protect your creditors
:self and your family from

1.—Change the size of poli-
agree with changes in size
stock. If you carry sev-
icies, the forms should be

.—Read carefully every
n the policy, especially the
Don't trust to your insur-
ent. Understand what you
nsurance as in other things,
policy applies exactly to
roperty everywhere. See
r policy fits your risk.
h.—After a fire policies are
ble; before they can be al-

—Consult your wholesaler
State Insurance Commis-
bout the best policies; they
nterested and will advise you

.—Do not store fireworks,
, dynamite and other con-
on your premises. Your
s void if you do.
th.—Keep your policies with
nker or in a tin box if you
safe.
h.—Do not buy insurance
friend for friendship's sake;
ood company.
.—Fire extinguishers reduce
Oil and waste, carelessly
l stoves and pipes, poorly put
es, careless handling of gas-
ill increase your risk.
th.—Keep basement and
es free from rubbish.

AFTER THE FIRE.

.—Notify your agent or com-
t once, etc.
nd.—Protect property left as
ere not insured, etc.

Dayton
neyweight Scales
S. M. TEMPLETON
3 Arch Street, Philadelphia, Pa.
District Sales Manager

Variety

Variety of Biscuits pleases your customers.

Your Biscuit demands can be supplied by us because you'll find unlimited variety in

A Good Sales Plan = A Sunshine Doll in every package of

5c

One of our many plans to help you increase your sales. Write for book describing Sunshine packages in color.

Sunshine Biscuits

Have you a Sunshine Rack?

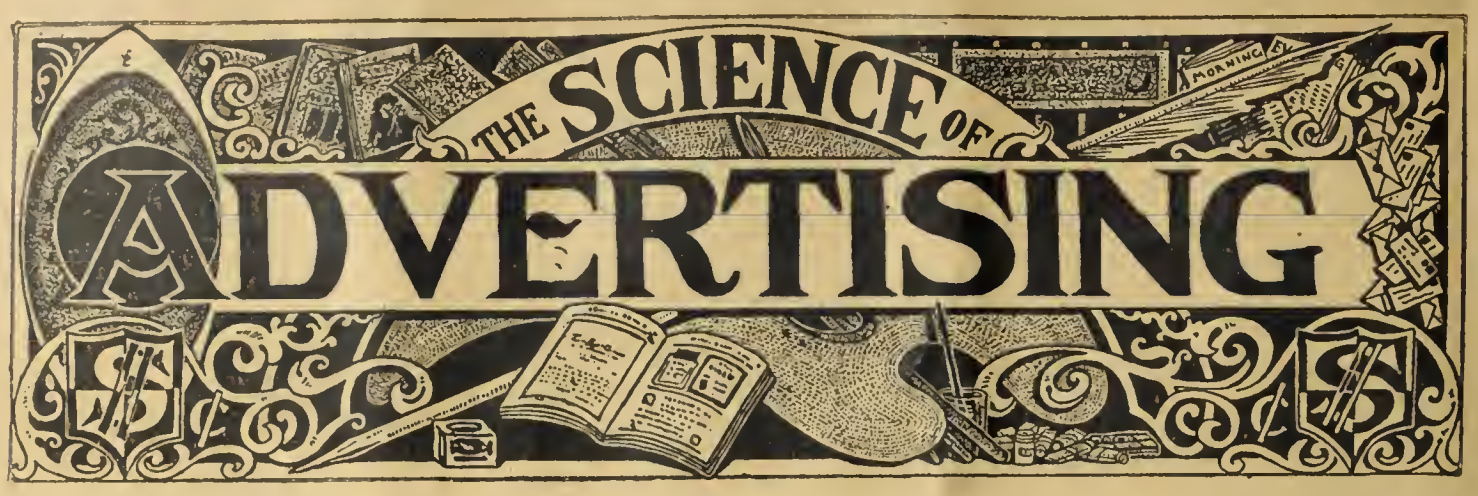
Ask the Sunshine salesman. He will tell you sales plans that will mean more profit to you.

LOOSE-WILES BISCUIT COMPANY
Bakers of Sunshine Biscuits
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS
"Try SUNSHINE BISCUITS. They Satisfy Everyone."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



Scranton, Pa., Mar. 9, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed you will find the first issue of "Store News," a store paper which we intend publishing every two weeks, also other advertising we have done.

We would like your criticism and suggestions on this paper.

Thanking you most heartily, I am,
Yours truly,
H. A. DIMLICH.

The store paper enclosed was printed on good white paper and contained four pages 6 x 9 inches. I think once every two weeks hardly often enough to issue it. I should try to get it out every week, especially if it constitutes the bulk of your advertising. I am reproducing the first page and the fourth. The second page contained but one real advertisement of pickled Norway herring. The balance of the space was filled by more talk about "Let us do your marketing," and free auto delivery. Page 3, which I do not reproduce, contained a recipe for Halibut a la creme, and an announcement of the fish and oyster department. Page 4 really gets down to advertising. I have reproduced Page 1 about three-fourths the original size, but Page 4 much reduced.

* * *

I think this paper could be strengthened by having considerable of the matter now in it cut out. A full page has been given to "Let us do your marketing." The substance of it is, "you don't like to go to a store; phone your order to us, and we will deliver it quicker than other stores." I should have given an inch or two to this. Half a page more has been given to exploiting the telephone and auto delivery service. I should have covered that in the inch or two already assigned to the subject. Between one-third and one-half page has been given to Pickled Norway Herring. I should have said about the same thing—it is good—but put it in less space.

STORE NEWS

Vol. I *Scranton, Pa., Friday March 10, 1916.* *No. 1*

LET US DO YOUR MARKETING

You don't like to go to market, do you? That is, you don't like to go to the store with a market basket and jam a dollars worth of sugar, six bars of yellow soap and a peck of potatoes into it, and pack a sack of salt under your arm, while you hold your heavy basket and a dozen of eggs with the other hand and go marching up the street with your truck-load of goods. Of course you don't, and we don't blame you. We wouldn't do it ourselves. Nope not us, we're not made that way. We like to have the other fellow bring our crate of eggs and barrel of sugar around.

Now don't you like to have your groceries delivered to you? We believe you do, and we would like to do it, because we believe we can give you better groceries than any other store, and deliver them to you quicker.

The next time you want to go to market, just go to the telephone, if you haven't one, your neighbor will leave you use her's, and call 5624 J Bell Phone or 1073 New Phone and tell us what you want.

We'll tend to the rest. We will give your orders the most careful attention and select your groceries from our large stock of foods, from all parts of the world, which is always fresh, and then deliver the goods, free of charge, within an hour, if you say so.

ORDER YOUR GROCERIES BY TELEPHONE
FROM
DIMLICH'S QUALITY GROCERY
"THE STORE THAT SERVES YOU BEST"
New Phone 1073 Bell Phone 5624-J

We answer promptly and give your orders prompt, careful attention, and deliver them to you on time, free of charge.
CORNER ELECTRIC STREET AND SANDERSON AVENUE

The "favorite recipe" idea is good. I should make it local as largely as possible and give the name of the woman from whom I got it. There is not a woman but who has a favorite recipe and she will be glad to give it to you if you ask her. If the thing is worked up well, it is susceptible of a great deal of interest.

* * *

Page 4 is good advertising. The man who writes this is capable of producing fine stuff—he has the knack of expressing himself well.

STORE NEWS

BEST CANE SUGAR **15 lbs. $1**

Sugar is advancing rapidly, and we have only a limited number of barrels to sell of this low cash price. Price good until March 23, if not sold out before that time. Again we advise you to
BUY NOW AT THIS LOW PRICE

WARD'S FINE CAKES

The finest package cakes baked in America, if you would take our word for it. Made of the same material you would use at home in your own kitchen. They are purer than any pure food law requires. Fresh every morning from New York bakery in "Silver Queen," "Devil's Dream," "Southern Pride," and "Kokuno" varieties. For sale in Green Ridge at our store only. Over-sealed cartoons, 8 oz. net weight. 10c.

BOSTON BRAND COFFEE

That perfect balance in strength, character and flavor so popular with lovers of good coffee, is so difficult to obtain, is recognized by particular people wherever introduced. On this we base our assertion that there is no superior to "BOSTON BRAND COFFEE" on the American market. 38c lb.

Ask For a Sample of Boston Brand Coffee

Sat. March 18th is National Orange Day

We will have a special sale on large, luscious, tree-ripened Oranges from the finest private Florida groves and the Famous California Sunkist Oranges. Watch our Orange prices on March 18th

ALL GOODS DELIVERED FREE
DIMLICH'S QUALITY GROCERY
"THE STORE THAT SERVES YOU BEST"
Cor Electric Street and Sanderson Avenue

The Central Printing Co., 423 Linden St. Scranton

He knows what to say to interest his people, and how to say it. The only thing I suggest is that he get down to brass tacks quicker.

* * *

As to the printing of this paper, I should tell my printer to fix it up so it will look more like a paper and less like a circular. It is well printed now, but can be made to look much more like a paper, which is what it is supposed to be.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organiz Notes.

Mr. Smedley addressed the Cl burg Business Men's Associ Monday, March 20th. To this the clerks of the town had bee and Mr. Smedley made a spe to them at the conclusion of dress to the merchants. The at was good and there was con interest shown. President I Secretary Minehart are working increase the usefulness of the tion.

* * *

On March 21st Mr. Smedley a the meeting of the Lebanon Men's Association. This asso making great progress. It now its own suite of rooms, cons meeting room, directors' roo tary's office, general reception a well-equipped kitchen. The well furnished, well lighted veniently located. The cost frayed by each member contrib pro rata share. F. R. He president, is a good leader an good followers. Fred. M. Ta been elected secretary. The a held a successful Prosperity arranging for Pay-Up Week committees are busily engag campaign for new members. Peterson, of the Corn Prod also made a talk at this meetin

* * *

Mr. Smedley addressed the r cers of Lancaster County at a held on March 23d at the Hie ditorium. About 175 were pre meeting was called a "Get A Meeting" and the retailers guests of the wholesale grocers caster, as follows: J. P. Ho Co., M. S. Miller Co. and Hartman.

No attempt was made to org association, it was as stated, gether meeting and it was a cess. A reception preceded the at which time wholesalers, th men and customers freely Quite a number were prese Lititz, Manheim and nearby to J. Simpson, of Columbia, w upon to preside, and in welco guests he made a splendid ad the value of co-operation and portance of all branches of working in harmony for the go Mr. Wm. Trost, Alvin M. Gr retary of the Tri-State Whole cers' Association; Wm. Fra secretary and manager of the Sugar Refining Co.; A. G. representing the Corn Products Mr. Gearhart, a Lancaster ret made brief but interesting talk the conclusion of the speaking did luncheon was served.

This meeting is a forerunner meetings to be held in various the State in the interest of th and we believe the results of ting together will be closer co-o between each branch of the tra

* * *

Mr. Smedley during the wee at York, Harrisburg, Hanover

n and Bethlehem in the in-organization. Some plans d for forward work at these

* * *

ford Association's trade ex-ement is meeting with great t the last meeting Secretary e a most comprehensive re-ie work accomplished and ing the past year. It dwelt oadened scope of the organ-ich included the street light-parks and playgrounds, the omote a "Made in Bradford" and the providing of public oms. A style show has been or. A committee has been to attend the county good ention. The following offi-been elected: President, Fred. ; vice-presidents, Joseph M. . J. Kremson and H. A. secretary, Geo. Z. Dowie: M. M. Hall.

* * *

ent meeting of the Lititz Re-ants' Association thirty mem-present. Two new members tted. It was decided to join Association. A resolution was iat all stores would elose on A Victrola concert added to ment of the meeting.

* * *

has organized a Board of ith the following officers: J. W. Lundy; seeretary, Wentworth; directors, H. B. Wesley J. Pownall, Lewis C. A. J. Strathie, H. G. Reeder, M. Watson, W. A. Merrick and Miller.

* * *

ville merchants have decided ze a Board of Trade and the committee has been appointed e the details: M. F. Hackett, twals, Herbert Acker, Samuel William Englemoyer and E. O'Connell.

* * *

de Board has been formed to e business of Red Lion. Per-officers will be eleeted on April

* * *

ntown is about to form an as-of business men.

* * *

Minersville Association will en-its members at a smoker on h.

* * *

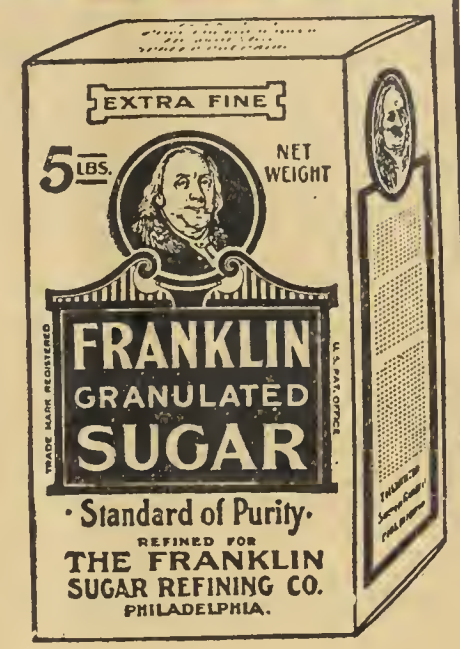
ottsville Association is working secure better street lighting.

en With Sales Ability

have a few desirable openings for n of this type to call on Grocers in inection with Star Egg Carriers and ays. Sixty-three per cent. of the cers of the country are already us-Star Equipment. To men with oven selling ability we can offer an eedingly interesting proposition.

For particulars, apply
AR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

EXTRA FINE
25 LBS. NET WEIGHT
FRANKLIN GRANULATED SUGAR
· Standard of Purity ·
REFINED FOR THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA.
TRADE MARK REGISTERED
U.S. PAT. OFFICE
EXTRA FINE
10 LBS. NET WEIGHT
FRANKLIN GRANULATED SUGAR
· Standard of Purity ·
REFINED FOR THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA.
EXTRA FINE
5 LBS. NET WEIGHT
FRANKLIN GRANULATED SUGAR
· Standard of Purity ·
REFINED FOR THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA.
EXTRA FINE
2 LBS. NET WEIGHT
FRANKLIN GRANULATED SUGAR
· Standard of Purity ·
REFINED FOR THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA.


EXTRA FINE
5 LBS. NET WEIGHT
FRANKLIN GRANULATED SUGAR
· Standard of Purity ·
REFINED FOR THE FRANKLIN SUGAR REFINING CO. PHILADELPHIA.
TRADE MARK REGISTERED
U.S. PAT. OFFICE

Franklin Granulated Sugar

In Cotton Sacks

The same grade of fine GRANULATED SUGAR which we pack in FRANKLIN CARTONS, we also pack in cotton sacks of 2-lb., 3½-lb., 5-lb. and 10-lb. capacity.

This is a handy package for boarding houses and customers who want to buy sugar in large quantities for preserving and canning at home.

FRANKLIN SUGAR in bags is packed in barrels and 100-lb. bags.

The Franklin Sugar Refining Company

PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"We can absolutely guarantee the weight and purity of this sugar. It's a granulated of the very finest quality that can be produced."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. Andrews,
Prattsburgh, N. Y.

Offer No. 108.

We offer the following peanut butter:
15 glasses Heinz 10-cent size, at 7 cents per glass.
21 glasses Heinz 15-cent size, at 10 cents per glass.
4 glasses Beech-Nut, 25-cent size, at 17 cents per glass.
25 glasses Beech-Nut, 15-cent size, at 10 cents per glass.
10 glasses Beech-Nut, 10-cent size, at 7 cents per glass.
8 glasses Martha Washington, 5-cent size, at 3 cents per glass.
F. O. B. Lititz.

We make our own peanut butter, therefore we cannot sell any other kind.
Leaman & Leed, Lititz, Pa.

—

Offer No. 109.

One type "C-A" Westinghouse Motor, one-sixth horse-power, single phase, 110 volt, alternating current, 60 cycles, 2-hour rating; complete with small pulley on motor shaft; large pulley also. Suitable for coffee mill, beef cutter, etc. Can be attached to lamp socket of 660 watt rating. This motor is strictly new, never been used. Cost $25, will sell for $15. E. E. Hudson,
Chestertown, Md.

—

Offer No. 110.

We offer Lipton's Tea at a bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. Cupp Grocery Co.,
Johnstown, Pa.

—

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. Harry Barsky,
2300 Carson St., Pittsburgh.

—

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly that retailed from $1.50 to pair; the only objection is th this neighborhood.

Also nine dressing sacks, bl polka dot; size 34; clean st offer.

Six skirts, with waists to ma dark blue, with polka dot, black, with polka dot; give of

Three ladies' black shirtwais different sizes.

Seven ladies' white fancy sl different sizes; give offer.

If interested in any of the a dress Box 46, Fleetwood, Pa. shipped C. O. D.
O. H. Heffnei
Fleetwo

—

Offer No. 115.

We have five cases Lautz' Soap and four cases Lautz's Soap, both 5-cent sizes, 100 t Will sell them at $3 per case the freight on them. Will sel in bulk or by single cases.

Thanking you in advance favor, we remain,
Jos. Losowski &
Trento

—

Offer No. 116.

We have for sale one th power water motor, in perfe suitable for coffee mill, printi lathe, etc.; cost $100, will sell f. o. b. Clinton, Mass. We stalled electric power.
Jos. McGown &
Clinton

—

Offer No. 117.

We have twenty-eight 25-po of Federal Stock Food, and also

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchan Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale Hou Chicago, Ill. (tf)

Wire and Metal Goods Noveltie

Rockwell-Clough Co., Alton, N.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau S New York City.

ound pails of Federal Poultry
we would like very much to
; the selling price is $3.50 per
paid $2.75 per pail with free
e will sell to any party at the
$1.60, freight prepaid, or else
y will take the whole thing,
ls and all, we will give the
ipment for $100; free goods
nt auto harps, ten sets Santo
id seven pails of foods, as-

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

ve on hand a brand-new Over-
o Top and a second-hand Rem-
tandard No. 6 Typewriter that
o use to us. We write to see
n dispose of them for us. The
is in the best of condition, as
used the bottom parts and used
top from our other auto for
running gears. If possible, we
te to get $50 for it. The type-
also in good working order
not been used very long, but
gotten a new one that has a
re up-to-date fixtures; price

S. B. DARLINGTON & Co.,
West Chester, Pa.

---

nt Notice to those Advertising
ie Exchange Department.

goods advertised do not move
ir weeks, will the owner kindly
s, so that the offer may be dis-
d? We desire to keep the de-
: as clean and fresh as possible.
oods don't move in four weeks,
l probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Young man, thoroughly experienced in all branches of grocery business, understands buying, has good education and can sell goods, would like to connect with some good concern, wholesale or retail, at a moderate salary. Address E. M. J., care Grocery World Publication Co., 927 Arch St, Philadelphia. 16

WANTED

WANTED.—A second-hand electric coffee mill, 100 volt, 60 cycle, A. C. motor on same. Address E. Zimmerman & Son, Intercourse, Pa. 14

WANTED.—A large glass-front refrigerator, in good condition; state size, make, how long in use, condition and price. Address H. D. Leman & Co., Manheim, Pa. 14

FOR SALE OR RENT

BUSINESS OPPORTUNITIES

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

WANTED.—To sell interest in mercantile corporation, capitalized at $10,000, or will sell controlling interest to right party. Located in good South Carolina town, with good school. Address Mercantile, care Grocery World Publication Co., 927 Arch St., Philadelphia. 14

FIXTURES.

FOR SALE.—One $75, practically new, American cash register, for $40. One $100 Hammond typewriter, rebuilt, for $18. Selling them because we have no further use for them. Address Medford Grocery Co., Medford, Md.

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

STORES.

FOR SALE.—An old-established general merchandise business in good furnace town; stock and fixtures at invoice; no charge for good will; three-story brick business block, fronting on trolley line; at reasonable price. Western Maryland and B. & O. Railroads locating yards just below the town. Address Geo. H. Swearinger, Dunbar, Pa. 16

FOR SALE.—Grocery store at inventory, no charge for good will. Building at reasonable figure and easy terms. Address E. G. Koegel, Lehighton, Pa. 14

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

The Fruit Season is Coming on

¶ If you're going to make money out of ***Fruits and Vegetables***—there's more money in them than there is in most things—you've got to buy the right sort of stuff and you've got to buy it right?

¶ We've been selling the sort of stuff retailers can make money on, for fifty-five years. We're shipping to customers that first started to buy of us thirty years ago. Why don't you take a leaf out of their book? Settle down on us as your ***fruit and vegetable*** headquarters. Put it up to us absolutely to keep you.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per H. S. bbl..... 3 25
Medium Red, per S. H. bbl.... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$7 00–
Regular Jersey, good color, long keepers, per bbl. 5 00–
Regular Jersey, good color, long keepers, per crate 1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $3 00
Extra Fancy, 360s, very fine, per box 2 50
Messina, Extra Fancy, 300s, per box 2 75

Extra Fancy New California Navel Oranges.

100s, per box $2-75
126s and 150s, per box..... 3 50
176s, 200s, 216s, per box..... 4 00

Fancy Florida Oranges.

126s, per box $3 50
150s, per box 3 75
176s, 200s, 216s, per box..... 4 00

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 25
54s, per box 3 50
64s, per box 3 50
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$12 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, APRIL 3, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Sboe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Butter
Chocolate and Cocoa
Cottolene
Cheese
Flour
Provisions
Lard and Compound, Swift's

DECLINES.

Fresh Fish

—1—

SUGAR.

	Barrels.
Cut Loaf	8.20
Eagle Tablets	9.05
Crystal Dominoes, 24 5-lb. pkgs	10.05
" 60 2-lb. pkgs	10.05
Patent Cubes	7.55
Confectioners' Lozenge	7.20
Powdered	7.15
Fruit Powdered	7.05
Dessert and Table, 2-lb. cartons, 48 lbs.	7.35
Granulated, fine or standard, McCahan	7.05
" " Franklin	7.10
" extra fine, bbls	7.05
" " 2-lb. bags	7.45
" " 5-lb. bags	7.45
" " 10-lb. bags	7.35
" " 25-lb. bags	7.25
" " 100-lb. bags	7.05
" coarse	7.20
Confectioners' Crystal A	7.05
A Confectioners'	6.95
A No. 1	6.90
A No. 2	6.85
Franklin B	6.70
Extra C	6.45
C	6.30

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Ynung Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10z. 2-oz. tins, per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3 lb. tins, per tin			1.55
Sunflower, I. and C, Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Carcacas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.15¾
Santos, extra fancy	16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " ..
" second, " ..
" third, " ..
" dairy, extra, bakers' use, 30-60 lbs.
" 5 and 10-lb. rolls, 60 and 100-lb. boxes

Print Butter—
Prize
Gurnse, lbs. and ½ lbs.
Awltru
Milhen Farm, lbs. and ½ lbs.
Honebe
Star or S. D., 1 lb., 20-50 lb. bozes
B. B., E. D., 20-50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes
Sheaf ("400"), Elgin, 20-50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs
" 16s, 30 lbs
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs
Peerless, hotel, 16s, 30 lbs
Bright Light, 16s, 30 sets to box per bo

JARS AND JAR RUBBER

Mason's—
Half gallons
Quarts
Pints
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross box
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 2 cent per lb. less.
Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz. per do

CATSUP.

Snider's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato, ½ pint, 2 doz
Tobasco, ½ pint, 2 doz
Beech-Nut—
Pints
½ pints

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

—5—

CANNED GOODS.

ns—	
	.95
No. 2	.95
ll's, 16 oz., tomato sauce or Boston	
per case	1.90
No. 2	1.40
ap's, No. 2	1.40
ink's, No. 2	1.35
No 2	1.40
ead, No. 3	1.25
No. 1	.55
—	
, New Jersey, No. 3	1.20
Maryland, No. 2	.85
" No. 3	1.15
s—	
, New Jersey, No. 2	1.15
Maryland, No. 2	1.20
mall, No. 2	1.59
ns—	
d, New York, No. 2	1.10
ncy, New York, No. 2	2.00
New York, No. 2	1.50
d, Maryland, No. 2	.50
ey Beans—	
d, New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	.95
, New York, No. 2	.90
New York, No. 2	1.00
d, Maryland, No. 2	.75
Maine, No. 2	1.25
Maine, No. 2	1.25
eg, No. 2	.85
grain, No. 2	.75
rd, New York, No. 2	1.15
New York, No. 2	1.50
ifted, New York, No. 2	2.00
rd, Southern, No. 2	.75
Southern, No. 2	1.00
ifted, Southern, No. 2	1.40
rd, Indiana, No. 2	.75
Indiana, No. 2	1.00
ifted, Indiana, No. 2	1.40
rd, Wisconsin, No. 2	1.10
Wisconsin, No. 2	1.40
ifted, Wisconsin, No. 2	2.00
rd, New York, No. 2	.....
" No. 3	1.25
New Jersey, No. 2	.....
" No. 3	1.10
h—	
rd, New York, No. 2	1.00
New York, No. 2	1.25
rd, Maryland, No. 2	.90
Michigan, No. 2	1.20
us—	
No. 2½	2.00
m, No. 2½	2.20
No. 2½	2.50
No. 1	2.25
us—	
ard, New York, No. 3	1.00
New Jersey, No. 3	.85
—	
ard, Maryland, No. 3	.95
out—	
ard, New York, No. 3	.80
Maryland, No. 3	.75

California Canned Fruit.

—	
No. 3	2.75
No. 2½	2.10
Standard, No. 2½	1.75
dard, No. 2½	1.50
Pears—	
, No. 3	.....
No. 2½	2.50
Standard, No. 2½	2.30
dard, No. 2½	2.15
Cherries—	
, No. 3	.....
No. 2½	2.90
Standard, No. 2½	2.50
dard, No. 2½	2.25
s, Lemon Cling, Sliced—	
, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.50
s, Lemon Cling—	
a, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.45
s, Yellow Crawford—	
a, No. 3	2.80
No. 2½	2.00
a Standard, No. 2½	1.70
dard, No. 2½	1.40

Eastern Canned Fruits.

—	
York State, No. 3	.90
" No. 10	2.75
erries—	
yrup, No. 2	1.35
ater, No. 2	.....
es—	
te Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
es—	
lle, No. 3	1.35
onds, No. 3	1.15
No. 3	.85
—	
tlett, Extra Standard, No. 2½	2.00
ifer, syrup, No. 3	.....
" water, No. 3	.....
s—	
avy syrup, No. 2½	1.25
ght syrup, No. 2½	1.00
erries—	
ine, in water, No. 2	1.40
berries—	
tra preserved, No. 2	1.80
eserved, No. 2	1.60
water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard, No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	5.00
" No. 1, flat, 4 doz	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz	1.50
" No. ½, flat, 4 doz	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall	1.75
" medium red, tall	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	12.00
" " ¼s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, ollve oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, ollve oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," ollve oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.70
Hash, No. ½, 2 dos	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 dos	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.40
" No. 1, 2 doz	2.40
Veribest, tins, small, 2 doz	1.85
" " large, 1 doz	3.35
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.90
" No. 1, 2 doz	1.85
" No. 2, 1 dos	3.70

Sliced Beef.

Armour's—	
Glass, small	1.60
" large	2.50
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.50
No. 2, 2 doz	4.70
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	1.95
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.35
" No. 2, 1 doz	9.15
" No. 2½, 1 doz	11.95
" No. 3, 1 doz	15.35
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 dos	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50

Armour's—	No. ¼ oz.	No. ½ oz.
No. ¼, 4 doz	.45	
No. ½, 2 doz.		.90
Ham, No. ¼, 2 doz		1.40
Tongue, No. ¼, 2 doz		1.40
Libby's—		
No. ¼, 4 doz	.45	
No. ½, 2 doz.		.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.95
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 dos	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—			
Readymaid Concentrated Soups—			Per doz.
Twelve varieties, 10½ oz., 4 doz			.90
Soups—	Quarts.	Plnts.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra). Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.

Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail. 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb.
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33

Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb.....per lb.	.20

Walter Baker & Co.'s—	Per l
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ⅙-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36

W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26

Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29

Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.30
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ¼-lb. tins, 12-lb. box "	.39
" ½-lb. tins, 12-lb. box "	.38
" 1-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35

Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85

Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18½	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	e.50	.5e

Bensdorp's Cbocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.e8
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 2e boxes in case	.5e
Milk Cbocolate Towers, ⅛-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ¼-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tln

Cocoa, 12-lb. boxes, 1-lb. tlns	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	2.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.00
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.00
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.40½	¼ lb.	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet— Per case

Extra quallty, 100 rolls	6.00
Good " 200 "	5.25

Butter, Wax— Per pkg.

9x12, about 480 sheets	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1 03	.75
4 "	4M	1.28	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
12 "	2M	2.81	2.05
14 "	1M	3.57	2.56
16 "	1M	3.82	2.77
20 "	1M	4.30	3.09
25 "	1M	4.71	3.63

Flour Sacks, satcbel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 2, Manilla light weigbt— Per lb.

12 in rolls	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼

—10—

Silk Fibre, No. 1—	
9 in. rolls	.03½
12 "	.03½
15 "	.03½
18 "	.03½
20 "	.03½
24 "	.03½
30 "	.03½
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.25
25 roll lots ..... "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Cballenge, 4 doz	4.65
Magnolia	5.20
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.75
Star, 4 doz	5.20

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 dos	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookles	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tln palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Frult Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Grabam Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freigbt allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09¼
Oyster Crackers	.09	.09¼
Wine Scroll	.11	.11¼
Cracker Dust	.09	.09

Packeges free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, e doz	per doz.	1.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with borseradish	"	.....

—11—

Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. palls	"	.50
Prepared Special, with spoon, 2 doz ...	per doz.	.95
" sitting top, 2 doz	"	.46
" with horseradish, e dos	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf, .38 .... less		.39
Sap Sago, 3 to lb	cask, per lb.	.....
" " .....less tban cask,	"	.29
Roquefort	12 in case,	.....
" .....less than case,	"	.53
Parmesan, about 30 lbs	loaf,	.38
" .....less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" In tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes...	per doz.	3.00
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase ...	per doz.	.....
American Swiss, No. 1	loaf	.32
" " .....less than loaf		.33
" square loaves, No. 1, about 25 lbs. each	per lb.	.28
Limburger, No. 1	box and ⅓ box	.19½
" " .....less than ⅓ box		.21
Pinxter, from Holland, In tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.22½
Pineapple, picnic size, 6 In box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 2 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 In box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 In box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked welght	per lb.	.....
Weiner Wurstel, 16 In tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, Imported, marked welght, per lb.		.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 In box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain..	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Tburinger Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trip:, 5-gal. kegs	3.00
Pigs' Feet, 10-lb. palls ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. palls ..... per pail	.75
" 10-lb. palls ..... "	1.45
Beef Salad, In glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		14.50
Milkers, " bbls		.....
" " ½ bbls		.....

—12—

Marinirte Herring, Imported, about 40 In p	
Roll Herring, imported, about 25 in pail	
Spiced Herring, Imported, about 40 in pail.	
Norway Stockfish, dry	per
Matjes Herring	pl

Bismarck Herring.

Round tins, with key, pint	per d
" " quart	per
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tln	
" 2-quart tin	
" quart tln	
Kruger's Roll and Brat Haring, oval tins, d	

Russian Sardines.

Imported, Wallkoff brand	per
" 5-lb. pails	per
" 10-lb. pails	"
Cut Spiced, 10-lb. palls	"
" 5-gal. keg	per
Russian, In glass jars	per d

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	per d
Original package	per ½ b
Repacked, 5-lb. palls	per
" 10-lb. pails	"
" 5-gal. kegs	per
½-lb. flat tins	per d
½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per an
Repacked, kegs, about 8 lbs	per
" pint jars	per d
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per d
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regula

60-gal. casks, about 2000	per ca
50-gal. bbls., about 1200	per b
15-gal. kegs, about 500	per
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. palls, about 50	per p

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long

60-gal. casks	per ca
48-gal. bbls	per b
10-gal. kegs	per k
5-gal. kegs	"
10-lb. pails	per p

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 In pkg., per bun	
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per
" small tins	"

Pickles and Onions in Vine

Mixed Pickles and Chow-chow, 5-gal. keg ..	
" " 20-gal. keg ..	

Sundries.

German Egg Potatoes, bags 110 lbs	per b
Green Kern	per
Potato Flour	"
German Dried Pears	"
Dried Mushrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs ...	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks	
" about 75-lb. loaves	
McLaren's, medium, e doz	per do
" Club, e dos	"
Red Edam	ea
Philo Cream, 1 doz. 10c. size	per do
Elkborn Pimento, 1 doz	"

EGGS.

Nearby, candled and selected, 30 dos	
Western, selected	
Milken Farm	
Awitru, packed In cartons	

—13—

FANCY GROCERIES.

ple Paste, 5-lb. cans.....per lb.	.33
in oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle. .... "	3.25
parell, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.5[illegible]
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
ger, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case ..... "	4.25
Maraschino, glass, 1 doz.. "	7.00
der, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
der, pints ..... "	3.60
4 oz ..... "	2.40
2 oz . ..... "	1.40
s, extra fine ....per case	21.00
Irish Oatmeal—	
.....per doz.	3.35
.....per tin	.70
..... "	1.65
Palmer's Biscuit, packed 7 and 5 a can—	Per lb.
urre.....	.24
.....	.33
t.....	.33
er, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
jars, 4 doz.....	1.75
Marquett Mushrooms—	Per case
pice.....	36.00
100 tins.....	35.00
50 tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
ordial, Bishop's, 1 doz..... "	6.50
d Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
e, Rose's..... "	4.50
se Water..... "	2.25
ach Water..... "	2.25
yes..... "	5.25
co-American Food Co.—	Per doz.
for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

illon Cubes—	
100 cubes.....	1.70
50 cubes.....	.90
tins, 12 cubes each	2.75
lam Bouillon—	
ottles, 1 doz.....	2.00
ottles, 1 doz.....	3.75
omato Bouillon—	Per doz.
ttles.....	6.00
ottles	9.00
jugs.....each	2.75
Oxo Cubes—	Per doz.
oc. size.....	.85
25c. size.....	2.00
oo cubes.. .....per 100	1.65
Beef, Clam and Chicken Cubes—	
oxes, 12 cubes, 1 doz.....	2.50
boxes, 50 cubes .....per tin	.90
oxes, 100 cubes..... "	1.70
Concentrated Bouillon—	
ze 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
Tomato Bouillon—	
, size 4, 1 doz	2.50
12, 1 doz	6.50
5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

's Solid Extract of Beef—	Per doz.
ize 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
's Fluid Beef Extract—	
s, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
.....	6.75
ldas	7.45
edal	6.75
me	7.00
.....	7.25
y's Best.....	6.75
Idem	6.05
the West.....	6.00
n	5.90
.....	6.60
al.....	6.05
White	7.15
r's Best.....	6.60
Imperial.....	6.50

Prepared Flours.

a Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	Per case
, 14-oz.....	1.44
, 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

r's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s.....	2.60
Pancake, 36 2s	2.60
, 18 pkgs	1.55
Jemima Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags.....	3.65
	Per lb.
Lentils—	
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
	Per lb.
Tapioca—	
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " .18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "1-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs.....	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	3.35	.....	.50	.45
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.	
Halibut.....		-.17
Bass Native		-.15
Salmon, fresh.....	.12	-.18
Eastern Cod	.09	-.15
Croakers		-.06
Large Hake	.12	-.15
Haddock		-.10
White Cat Fish.....		- 12
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.18
Snappers		-.20
Eels		-.12
Rock Fish.....	.18	-.25
Lobsters.....		-.75
Flounders		-.07
Large White Perch		-.20
Sea Bass	.08	-.12
Blue Fish.....		-.18
Porgies.....		- 06
Fresh Mackerel.....each		-.30
King Fish		.....
Weak Fish		-.19
Butter Fish.....		-.07
Tile	.07	-.09
Shad, Roe.....each		1.25
" Buck ..... "		-.50

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1 lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums' pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼ lb pkgs	3.25
24 ½-lb pkgs	3.00
12 1 lb. pkgs	2.75
48 ½ lb. pkgs	1.80
24 ½ lb pkgs	1.75
12 1 lb. pkgs	1.65
	Per lb.
Dunham's—	
¼ lb. pkgs, 15 lbs	.26½
½ and ¼ lb pkgs, 15 lbs	.27¼
	Per case
Baker's Premium—	
120 5c pkgs	4.40
60 10c pkgs	2.20
30 10c pkgs	2.10

HORSERADISH.

	Per doz.
Diamond Cut, 2 doz	.½
Millerman's, 2 doz bottles, 2 doz	.92½
Schramm's, large tumbler, 2 doz	.7½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32 per bottle	.50
Continental, red, 1 doz	.30
" black, 3 doz per box	.67½
" Writing Fluid per qt.	.50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
	Per doz.
Thaddeus Davids Co.—	
Electro Chemical Writing Fluid per qt.	1.00
Square, Oriental Red, 2 oz., 1 doz	.50
" Green, Blue or Violet, 2 oz.	.50
" Magic Black, 2 oz., 1 doz	.50
" Electro Chemical, 2 oz., 1 doz.	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3.75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.70
½ gross, with 3 pkgs. free	5.40
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¼
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08¼
Barrels and halves, 400 and 250 lbs	.08¼
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.[illegible]3
" " 6½ doz. to case	5.65
Extra Family—	
Barrels, halves and quarters	.13¼
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2.40
3 lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.5[illegible]
" ½ doz	3.00
	Per lb
Canakins, 10 lbs	.12½
" 20 lbs	.12
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

	Per doz.
Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
	Per gal.
Pompelan Olive Oil—	
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " qnart	2.80
" " pint	2.90
" " half-plnt	3.00
	Per gal.
Normanna Olive Oil—	
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
	Per case
Wesson Oil—	
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾ oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper sh[illegible] bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 l	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cart[illegible]

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white	per g

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per b
" famlly	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per l
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Sh[illegible] Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUND

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

ard—		
s. net weight	per lb.	.12¾
	"	.12½
	6 in crate	8.10
	12 in crate	8.17
	20 in crate	8.25
		Per lb.
d tubs, about 340 lbs		.12⅜
		.12½
ails, 60 lbs		.09⅞
60 lbs		.09¾
60 lbs		.09⅞

DRESSED MEATS.

d Stock—		Per lb.
	.10	-.14
	.09	-.13
	.08	-.11
es	.14	-.16
ves		-.17
and Barnyards	.10	-.13
Dressed	.12	-.14
		-.16
	.14	-.15
ethers		-.16
	.17	-.18
mbs		-....
		-.14

UTCHERS' SUNDRIES.

; Tongues	each	-.80
ues		-.60
, scalded	.50	-.75
is, veal	per pair	.75 -.80
beef	per lb.	.25 -.30
	"	.25 -.30
cys	per doz.	1.25
s		.10
	per doz.	1.20
ef	per lb.	.05
		16.00
, beef, western		.22
k, loins, city		.13
" western		.13

DRESSED POULTRY.

-		Per lb.
, young hens, 8 to 10 lbs		.32 -.34
young toms, 15 to 18 lbs		.32 -.34
s and toms		.26 -.28
n to good		.18 -.20
lphia, fresh killed, 3 lbs. and to pair, fancy		.32 -.36
lphia, fresh killed, 3½ to 4 lbs r		.32 -.36
lphia, fresh killed, 3 to 3½ lbs. ir, fancy		.32 -.36
, fancy, heavy		.21 -.22
Roasters, 4 to 5 lbs		.22 -.24
good		.18 -.21
ks		.14 -.15
		Per doz.
large, fancy		5.50-6.50
		4.00-5.00
		2.00-3.00

LIVE POULTRY.

ickens, nearby, 1½ to 2 lbs	.20	-.21
ringers	.20	-.21
	.20	-.21
	.13	-.14
oung	.15	-.16
ld	.14	-.15

ESERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
s, pure	.95
elly, apple flavor, 30 lbs. full weight, per pail,	1.00
mel's, 8-oz. tumblers	.80
nal, 16 oz., 2 doz	.87½
3-lb. tins, net weight	1.95
es—	Per lb.
mel's, pure, 12-oz. jars, 2 doz...per doz.	1.45
nal, 30-lb. pails	.09½
wark, 30-lb. pails	.06½
3-lb. toy pails per doz.	3.00
mel's, pure, 10-oz. jars, 2 doz	1.40
wark, assorted, jars, 2 doz	.90
Marmalade—	
ey's imported, 4 doz	2.10
mel's, pure, 2 doz	1 50
lutters—	Per doz.
e, Southwark, 30 lbs. per pail	1.15
" full 5-lb. slip cover tins, ½ doz. per case	1.55
Schimmel's, 30-lb. pails. per lb.	.06¾
" 3-lb. slip cover tins, 1 doz. per doz.	2.60
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" 40-oz. stone crock, glass top, ½ doz...per doz	3.07½
Mother Cook's, No. 14, 2 doz. doz.	.85
h, 30-lb. pails. per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Rcliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junkct Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals. per gal.	.....
" ½ bbls., 28 gals per ½ bbl.	.....
" kegs, 14 gals per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—	
Peppermint "Smiles," display cartons, 18 5c. pkgs	.50
" " half case, 6 cartons	2 85
" " full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Morton, Free Running, 2 doz	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-becr at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots. 5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3.00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Mctal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powdcr, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Britc, 72 cakes	3.00
Queen Anne Scourer, Lantz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C.	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naptha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5 size.	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 pkgs.	2.80
" 100 pkgs.	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	1.75
Snow Boy, Lautz, 60 5c size	2.40
" " 48 size	3.75
" " 100 size	3.75
" " 4 family size	3.00
" " laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naptha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace		.80
Nutmegs, ground		.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	26
Tumeric	.12½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.70
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.33
" large		.41
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅞
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1 lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb cartons	.63½
" " 8 5 lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3 lb. cartons	.05¼
" 6-lb boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.10
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle, "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.00
10c size, 4 doz	.94
Mirrorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WA

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 10	
" 2 lb. "	

Clothes Pins.

5 gross, per bo	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daube solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz pkgs, per bo	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, April 10, 1916. No. 15

There are retailers who neither take a trade paper, nor belong to an association, nor listen to the information which a salesman can give them. They may still do a good business, but it is entirely accidental.

National Wholesale Grocers' Association Will Try to Have Canned Goods Packers State Weights of Canned Goods in Metric Terms. What it May Mean.

Nineteen Large Motor Car Concerns Organize Banking Company Through Which to Sell Motor Cars and Delivery Cars on Installments.

State Constitutions, Not the Recent United States Trading Stamp Decision, Will Decide Whether Trading Stamp License Acts Are Valid.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

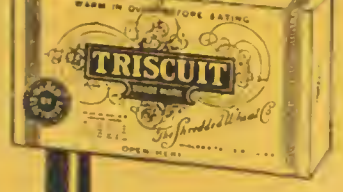
LAUTZ BROS. & C

A Real Whole Wheat Toast

Lovers of real whole wheat toast will find palate satisfaction and real food value in

Triscuit

the Shredded Whole Wheat Wafer. It is made the same as Shredded Wheat Biscuit except that it is compressed into a wafer and baked by electricity. Unlike many so-called whole wheat flour products, it has the whole wheat in it, including the bran-coat, which is so useful in stimulating bowel movement. You should always keep this crisp, snappy, delicious wafer in stock. It is delicious when eaten with butter, soft cheese or marmalades.



Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You ca be the biggest milkman in your neighborhood if you tell yo customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinkin and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

This Washes

¶ This is not an advertising exaggeration. **Chase-O**, put in with the clothes and a little soap, will wash and blue those clothes better than human hands can do it. For a nickel!

¶ Do you doubt that your women customers will buy **Chase-O**? Pays a good profit, and sells—sells—sells.

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa.

What Do You Think of This?

¶ We struck a grocer not long ago that wouldn't have anything but **Wheatena** on his own table, but wouldn't stock it because he thought he handled enough cereals!

¶ Could anything surpass the inconsistency of that? How many of his customers were as insistent about a cereal as he was about **Wheatena**?

¶ That really is typical of the way **Wheatena** gets and stays in. Packed and guaranteed quite differently from other cereals.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Ass'n

Modern Merchant

AND

Grocery World

lished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

LXII. PHILADELPHIA, April 10, 1916. No. 15.

ern Merchant and rocery World

PUBLISHED WEEKLY BY THE
Y WORLD PUBLICATION CO.
AT
Arch Street, Philadelphia.
TELEPHONES:
ert 3286
ert 3287 Keystone, Race 746
xchange.

ecks and Drafts payable to the Gro-d Publication Co.

spondent journal published ex-in the interests of modern mer-all classes.

ELTON J. BUCKLEY, Editor.
DAVID EZEKIEL, Advertising Manager.

tion Rates, Including Postage, Payable in Advance:
PER YEAR
States and Mexico..... $3.00
..... 3.50
Britain and Continent of Europe
sia 4.50
pies ..... .10

Contents.

PAGE

Motor Vehicle Companies
nize Banking Company
ugh Which to Sell Motor
Delivery Cars on Install-
s 4

Stamp Laws Must Pass the
titution of Their Own
s or They Will Be Bad.... 4

Wholesale Grocers' Asso-
n Trying to Have Canned
ls Weights Stated in Metric
ns 6

..... 8
Discrimination.
el Thief.
letric Scheme.
g a Salesman Out of Nothing.

ania Organization Notes... 9

PAGE

The New York Letter..... 10

The Grocery Markets..... 12

Individual Market Reports..... 12

Pennsylvania News Items 12

Correspondence 14

"The Stroller's" Column (Contributed) 20
Got a Car Yet?

Selling Talks with Clerks..... 20

Legal Department 22
No. 358.—Legal Responsibility for Damage as Between Manufacturer and Dealer.

Science of Advertising..... 24

Subscribers' Bargain List..... 26

Want Department 26

"Modern Merchant and Grocery World" Prices-Current 28

Index to Advertisements.

PAGE

"Advertising World" 6

American Specialty Manufacturers' Association 11

American Sugar Refining Co. 21

Babbitt, B. T. 25

Baker & Co., Walter..... 6

Buckley, Elton J. 9

PAGE

California Associated Raisin Co..... 9

Chase-O Manufacturing Co...Cover 2

Clipper Lawn Mower Co. 25

Crescent Manufacturing Co. 6

Dayton Moneyweight Scale Co. 6

Fleischmann's Yeast 6

Forbes, J. P. 26

Graves' Collection Letters 10

Harris Co., Wm. B. 19

Hamilton Corporation, The..... 23

Heacock, H. F. 13

Heckin Can Co., The..... 9

Hires Condensed Milk Co.....Cover 2

Indexed Coupon Books..... 26

Jennings Co., A. E. 23

Kirk, Foster & Co. 10

Knight Cooking Extract Co. 25

Lautz Bros. Co. .....Cover 2

Lipton, Thos. J. .....Cover 4

Manufacturers' Representatives (Association of) 11

PAGE

Mapleine 6

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 21

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 7

Nowland Co., A. C. 19

Philadelphia Electric Co. 25

Postum Cereal Co. 7

Quaker Oats Co., The..... 5

Rumford Chemical Works..... 23

Shredded Wheat Co. .....Cover 2

Sperry & Hutchinson..... 23

Star Egg Carrier and Tray Mfg. Co., 25, 26

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

U. S. Slicing Machine Co. 13

West Disinfecting Co. 13

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 27

Wilkinson's Sons, C. 27

Trading Stamp Laws Must Pass the Constitution of Their Own States or They Will Be Bad

United States Supreme Court Decision Merely Decided That Florida and Oregon Constitutions Were Not Offended by Premium Tax Laws. Other State Constitutions Might Have Been Offended. National Wholesale Grocers' Association Bill.

We have received several inquiries as to the effect of the recent decision by the United States Supreme Court upon the legality of Florida and Oregon laws taxing all persons using trading stamps and gift schemes $6,000 per year. The United States Supreme Court decided that under their constitutions the States named had a right to pass these laws and the tax was therefore good.

There seems to be an impression among the trade that all that is necessary for any State to do now is to pass a similar law and it will be sure to be good under the Supreme Court decision. In fact the National Wholesale Grocers' Association has framed a model bill which it will circulate among the retail trade of the States, with a view to having it introduced in all the Legislatures. This act is as follows:—

Section 1. Every person, firm or corporation who shall use, and every person, firm or corporation who shall furnish to any person, firm or corporation to use in, with, or for the sale of any goods, wares or merchandise, any stamps, coupons, tickets, certificates, cards or other similar devices which shall entitle the purchaser of such goods, wares or merchandise to procure from any person, firm or corporation, any goods, wares or merchandise free of charge or for less than the retail market price thereof, upon the production of any number of said stamps, coupons, tickets, certificates, cards or other similar devices, shall before furnishing, selling or using the same, obtain a separate license from the ——— of each county wherein such furnishing or selling or using shall take place, for each and every store or place of business in that county, owned or conducted by such person, firm or corporation, from which such furnishing or selling, or in which such using shall take place.

An appplicant for such license shall pay to the County Treasurer of the county for which such license is sought the sum of $6,000. Receipt therefor shall thereupon be issued and upon presentation thereof to the ——— of the same county, he shall issue to the applicant a license to furnish or sell, or a license to use, for one year, the stamps, coupons, tickets, certificates, cards, or other similar devices herein mentioned. Such license shall contain the name of the grantee thereof, the date of its issue, the date of its expiration, the town or city in which and the location at which the same shall be used, and such license shall be used at no place other than that mentioned therein.

No person, firm or corporation shall furnish or sell to any other person, firm or corporation to use, in, with, or for the sale of any goods, wares or merchandise, any such stamps, coupons, tickets, certificates, cards or other similar devices for use in any county in this State, other than that in which such furnishing or selling shall take place.

Sec. 2. Every person, firm or corporation who shall offer or deliver with goods, wares or merchandise bargained and sold or to be sold, any premium or prize or any article of value in the nature of a premium or prize or who shall sell or give or offer to sell or give any goods or other article or articles of value in the nature of a bonus, prize or premium in consideration of the purchase of or agreement to purchase any goods, wares or merchandise, or who shall sell or offer to sell any article of value in the nature of a bonus, prize or premium in connection with the sale, or offer to sell, of any goods, wares or merchandise and as an inducement to purchase such goods, wares or merchandise shall before performing such acts, or any of them, obtain a separate license from the—— of each county in which such offering, selling or delivering shall take place.

An applicant for such license shall pay to the County Treasurer of the county for which such license is sought the sum of $6,000. A receipt therefor shall thereupon be issued and upon presentation thereof to the ——— of the same county, he shall issue to the applicant a license to offer or deliver or sell for one year, premiums, prizes or articles of value as inducements in connection with the purchase or sale of goods, wares or merchandise. Such license shall contain the name of the grantee thereof, the date of its issue, the date of its expiration and the name of the county in which such acts shall be authorized.

The fact is that the Supreme Court decision will have a much narrower effect than was at first believed. It merely decided that the States of Florida and Oregon did not violate their own constitutions when they passed laws taxing premium users $6,000. It does not follow that the same law might not violate the constitution of another State. Every trading stamp act passed by a State Legislature, in order to be good, must pass the test of the constitution of that State, and if it fails to do that, the Supreme Court decision will not help it in the least.

Welch Grape Juice Monopoly Suit Results in Mistrial.

The damage suit brought by Frey Brothers Co., wholesale grocers, of Baltimore, against the Welch Grape Juice Co., alleging a conspiracy to maintain resale prices, has resulted in a disagreement on the part of the jury. It was tried a few days ago, but must now be tried again unless Frey Bros. Co. withdraw from their position. The cause of the suit was that certain jobbers, competitors of Frey Bros. Co. in the sale of Welch's Grape Juice, complained to the Welch Co. that plaintiff was cutting prices. Defendant then satisfied itself that plaintiff was in fact doing so. Thereupon it refused to fill an order it then had from plaintiff and has never since sold it any grape juice. It is further in evidence that the plaintiff then notified the jobbers who had complained of plaintiff's price cutting that defendant had cut it off of the list of defendant's distributors, and would not thereafter sell it grape juice. There was further a circular letter of the defendant sent out to the trade in October, 1912, in which defendant stated it expected jobbers to maintain its resale prices, and that it would decline to sell to those who did not. Frey Bros. Co. had difficulty in getting grape juice and sued Welch & Co. on the charge of conspiracy to interfere with competition.

Nineteen Motor Vehicle Companies Organize Banking Company Through Which to Sell Motor and Delivery Cars on Installments.

Many Well-known Makes Included. Guaranty Securities Corporation of New York Will Handle the Plans. Payments to be Made Monthly and Balance to Bear Six Per Cent. Expect to Boom Sale of Delivery Cars Especially.

Nineteen of the largest automobile and motor delivery wagon manufacturers in the country have organized a banking concern through which they will sell cars or delivery wagons on installments. It is called the "deferred payment plan," and the banking concern which will handle it is the "Guaranty Securities Corporation" of New York. Under the terms of this new selling arrangement purchasers of motor cars can buy any one of nineteen different makes of cars on a monthly payment basis.

The "Guaranty Plan," as it is called, can be applied in the purchase of almost any car the United States. The cludes many of the wel makes and is made up o lowing: Ford, Overlan Studebaker, Dodge, Maxw Chevrolet, Hupmobile, Hudson, Chalmers, Paige, Jeffery, Kissell, Ol Mitchell and Oakland. the pleasure cars but the cars made by the above are included.

Under this plan the pr buyer can select his car, first payment when it is and then make up the ba equal monthly payments. no additional expense att the transaction other than charge for insurance and in and a 6 per cent. interest o ferred payments.

It it believed that the particularly boom the sale ery cars. Many merchants to take from their busines ready money needed to buy ery car, though they coul manage to make the mont ments; in fact in many c motor car would save en cover the payments.

New Jersey's Unfair Comp Law Amended.

The law which was passed Jersey in 1913, prohibiting th manufacturers' names, or the tion of manufacturers' prices purpose of attracting trade fr goods," has been amended by out the words quoted abov original law was passed at th of the Advertising Men's L New York, and was tested in of Ingersoll vs. Goldstein, in Jersey Court of Chancery. T decided that the law was in d of the common law, and must l construed. A notice in an watch forbidding its sale at l $1, but not in terms prohibi practice denounced by the stat insufficient. The amended for law, which was approved by Fielder on March 16th, reads lows:—

It shall be unlawful for any chant, firm or corporation to priate for his or their own name, brand, trade-mark, rep or good will of any maker in product said merchant, firm o poration deals, or to discrim against the same by deprec the value of such products i public mind, or by misrepresent as to value or quality, or by pri ducement, or by unfair discrimi between buyers, or in any manner whatsoever, except in where said goods do not carry notice prohibiting such practice excepting in case of a rec sale, or a sale by a concern out of business.

Help Prevent a Shortage of Puffed Wheat and Rice This Spring

Look over your sales for last spring. Order now from your jobber what you sold then. Your sales will certainly not decrease.

A little later, when stocks run short, you'll be very glad you did so.

If on August 1st you find yourself overloaded because of this order, we will take the surplus stock off your hands.

We will take the risk of an over-stock.

Please don't take the risk of an under-stock at the time of the spring shortage.

The Quaker Oats Company

A HOUSEHOLD NAME

Your customers know the good uses of

MAPLEINE

ORDER FROM

WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburgh, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton
Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

Read The Advertising World
for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

The Reputation and Standing of
Walter Baker & Co.'s
Cocoa and Chocolate
Preparations

Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

National Wholesale Grocers' Association Trying to Have Canned Goods Weights Stated in Metric Terms

Following Food Inspection Decision 163, Which Allows Net Weights to be Stated in Metric Terms, the Association Works Out Metric Equivalents for Practically All Canned Goods. Also Suggests What Are Safe Weights to Mark on Canned Goods Labels.

Readers hereof know that for years the National Wholesale Grocers Association has been working to get the metric system of weights and measures introduced into commercial transactions in this country, which of course includes the packing and distribution of groceries and all other commodities. The argument is that the metric system is used in most foreign countries, and in many Government transactions of our own country, also in several professions here such as the engineering professions. In the interest of uniformity, the National Association contends that instead of pounds and ounces for the grocery business, metric grams and kilograms should be used; that instead of feet and inches in other businesses metric equivalents should be used, and so on.

The committee of the National Association has made a decided step forward by getting the Federal Food and Drug Board to make Food Inspection Decision No. 163 as follows:—

> Provided that statments of quantity may be in terms of metric weight or measure. Statements of metric weight should be in terms of kilograms or grams. Statements of metric measure should be in terms of liters or centiliters. Other terms of metric weight or measure may be used if it appears that a definite trade custom exists for marking articles with such other terms and the articles are marked in accordance with the custom.

Following this up, the National Committee has worked out metric equivalents for the weight of practically every line of canned goods packed. A copy of these has been sent to this office, and with them comes a list of weights which the National Association thinks the various lines of canned goods ought to show. The weights suggested allow for reasonable variations in weight, and are purposely made scant, so that the actual weight of a well filled can will usually be more than the marked weight, thus making everybody safe in the sale.

The list of the suggested weights in pounds and ounces, with their metric equivalents, is as follows:

	No.	Lbs.	Ozs.	Metric Equivalents.
Apples	2½	1	10	737 grams
" 4⅜"	3	1	13	822 "
" 5"	3	1	14	850 "
" 5½"	3	2	3	992 "
"	8	5	6	2.47 kilograms
"	10	5	14	2.66 "
Apple Butter	1	0	11	312 grams
"	2	1	4	567 "
"	2½	1	14	850 "
" 4⅜"	3	2	1	936 "
" 5"	3	2	2	964 "
Apple Sauce	2½	1	13	822 "
"	2	1	4	567 "
"	10	6	11	3.03 kilograms
Asparagus (Round Salmon)	1	1	0	454 grams
" Square	1	1	0	454 "
" Flat or Round	1½	1	2	510 "
" Round	2	1	3	539 "
" Square	2½	1	15	879 "
" Round	3	2	0	907 "
" Square	3	2	10	1.19 kilograms
"	8	6	2	2.78 "
"	10	6	4	2.83 "
Beans (Wax and Refugee)	1	0	11	312 grams
" "	1½	0	14	397 "
" "	2	1	3	539 "
" " 4⅜"	3	1	15	879 "
" " 5"	3	2	0	907 "
" "	8	6	2	2.78 kilograms
" "	10	6	6	2.89 "
Beans (Red Kidney)	1	0	11	312 grams
" "	2	1	4	567 "
" " 4⅜"	3	2	0	907 "
" "	10	6	11	3.03 kilograms
Beans (Lima)	1	0	11	312 grams
" "	1½	0	14	397 "
" "	2	1	4	567 "
" "	10	6	11	3.03 kilograms
Beans (Baked)	1	0	11	312 grams
" "	2	1	5	595 "
" "	2½	1	15	879 "
" " 4⅜"	3	2	2	964 "
" "	10	6	14	3.12 kilograms

	No.	Lbs.	Ozs.	Metric Equivalents.
Beans and Pork	1	0	11	312 grams
" "	2	1	5	595 "
" "	2½	1	15	879 "
" " 4⅜"	3	2	2	964 "
" "	10	6	14	3.12 kilograms
Beets	2	1	4	567 grams
"	3	2	1	936 "
"	10	6	10	3.00 kilograms
Blackberries, H. S.	2	1	5	595 grams
" Water	2	1	3	539 "
" H. S.	2½	1	14	850 "
"	3	1	13	822 "
"	10	6	8	2.95 kilograms
Blueberries, H. S.	2	1	4	567 grams
" Water	2	1	3	539 "
"	10	6	12	3.06 kilograms
Cabbage	3	2	0	907 grams
California Fruits—				
Extra (Tall)	1	1	0	454 "
Extra Stand. (Tall)	1	0	15	425 "
Second (Tall)	1	0	15	425 "
Extra (Flat)	1	0	15	425 "
Second (Flat)	1	0	14	397 "
Standards (Flat)	1¼	0	14	397 "
Extra	1½	1	1	482 "
Second	1½	1	0	454 "
Extra	2½	1	14	850 "
Extra Standard	2½	1	14	850 "
Standards	2½	1	14	850 "
Seconds	2½	1	12	794 "
Water	2½	1	12	794 "
Pie	2½	1	12	794 "
Extra, 5"	3	2	4	1.02 kilograms
Extra Standard	8	6	8	2.95 "
Water	8	6	4	2.83 "
Pie	8	6	4	2.83 "
Extra	10	6	14	3.12 "
Water	10	6	6	2.89 "
Cauliflower	3	2	2	964 grams
Cherries, H. S.	2	1	5	595 "
" Water	2	1	3	539 "
" H. S.	2½	1	15	879 "
"	10	6	9	2.98 kilograms
Chile Con Carne	1	0	10	283 grams
Clam Chowder	3	2	1	936 "
Clams	1	0	5	142 "
"	2	0	10	283 "
Corn	1	0	11	312 "
"	2	1	4	567 "
"	10	6	8	2.95 kilograms
Currants	10	6	10	3.00 "
Figs	¾	0	11	312 grams
"	1¼	1	3	539 "
Gooseberries, H. S.	1	0	13	369 "
" Water	1	0	11	312 "
" H. S.	2	1	5	595 "
" Water	2	1	3	539 "
" H. S.	2½	2	0	907 "
"	10	6	7	2.92 kilograms

	No.	Lbs.	Ozs.	E
Hominy	2½	1	15	879
" 4⅜"	3	2	1	93
" 5½"	3	2	6	1.06
"	10	6	11	3.03
Lobsters	¼	0	3¾	10
"	½	0	7½	21
"	¾	0	9½	26
"	1	0	15	42
Loganberries, H. S.	2	1	5	59
"	10	6	4	2.83
Milk (Evaporated)	Baby	0	6	17
" "	Family	0	12	34
" "	Tall	1	0	45
" "	Hotel	2	0	90
" "	Conf.	8	0	3.6
Okra	2	1	3	53
"	3	2	1	93
"	10	6	7	2.9
Okra and Tomatoes	2	1	3	53
" "	3	2	1	93
Oysters, 2 11/16x2¾		0	3	8
" 2 11/16x3 6/16		0	4	11
" 2 11/16x4	1	0	5	14
" 3⅜x3 5/16		0	6	17
" 3⅜x3 15/16		0	8	22
" 3⅜x4 9/16	2	0	10	28
Peaches, H. S.	1	0	10	28
" Sliced (Flat)	1¼	0	14	39
" H. S. (Flat)	1½	1	3	53
" H. S.	2	1	4	56
" Water	2	1	3	53
" Water	2½	1	12	79
" Water, 4⅞"	3	1	15	85
" H. S.	2½	1	14	85
" H. S. 4⅞"	3	2	1	93
"	10	6	6	2.8
Peach Butter	2	1	4	56
Pears, H. S.	2	1	4	56
" Water	2	1	3	53
" H. S.	2½	1	14	85
" H. S. 4¾"	3	2	1	93
"	10	6	8	2.9
Peas	1	0	11	31
"	1½	0	15	42
"	2	1	4	56
"	10	6	12	3.0
Pineapple (Buffet)	1	0	9	25
" (Flat)	2	1	2	51
" (Tall)	2	1	5	59
" (Baltimore)	2	1	4	56
" (Sliced)	2½	1	14	85
" (Grated) 4¾"	3	1	15	85
"	8	6	0	2.7
Plums, H. S.	2	1	4	56
" H. S.	2½	1	14	85
" Water	2½	1	12	79
" H. S. 4¾"	3	2	1	93
"	10	6	6	2.8

	No.	Lbs.	Ozs.	E
Pumpkin	2	1	3	53
"	2½	1	14	85
" 4⅜"	3	2	1	9
" 5"	3	2	2	96
" 5½"	3	2	5	1
"	10	6	8	2
Prunes	2	1	4	56
Raspberries, H. S.	2	1	5	
" Water	2	1	3	53
" H. S.	2½	1	14	
"	10	6	10	3
Rhubarb	2½	1	15	85
"	10	6	4	2
Salmon (Tall, Flat, Oval)	1	1	0	45
"	½	0	8	22
Sardines	¼	0	3¾	9
"	¾	0	11	31
Sauer Kraut	2	1	3	
" "	2½	1	13	82
" " 4⅜"	3	2	0	9
" " 5½"	3	2	4	1
" "	10	6	4	2.8
Shrimp (Wet and Dry)	1	0	4¼	12
" " "	1½	0	8¼	23
Soups	1	0	10½	2
"	10	7	0	3.1
Spaghetti	1	0	11	31
"	2	1	5	59
Spinach	2	1	2	51
"	2½	1	9	7.9
" 4⅜"	3	1	14	85
" 5"	3	1	15	85
" 5½"	3	2	4	1 0
"	10	6	4	2.8
Squash, 4⅜"	3	2	1	93
"	10	6	9	2.9
Strawberries, H. S.	1	0	11	31
" H. S.	2	1	4	56
" H. S.	2½	1	12	79
"	10	6	4	2
Succotash	1	0	11	3
"	2	1	4	56
"	10	6	9	2.9
Sweet Potatoes	2½	1	12	79
" " 4⅜"	3	1	15	85
" " 5"	3	2	0	90
" "	10	6	4	2.8
Tomatoes	1	0	11	31
"	1½	0	13	36
"	2	1	3	53
" 4⅜"	3	2	1	9
" 5"	3	2	2	96
" 5½"	3	2	6	1
"	8	6	4	2.8
"	10	6	7	2.9
Tuna Fish	¼	0	3½	9
" "	½	0	7	1
" "	1	0	14	39

The National Association gesting that all packers of goods use the metric system dition to the regular descri pounds and ounces. Thus:—

Contents 1 lb. 4 oz.
Metric equivalent 567 g

or

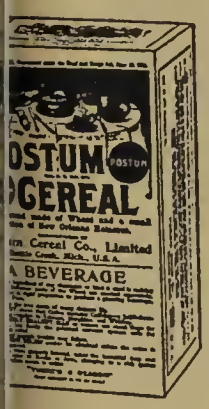
Contents 6 lbs. 8 oz.
Metric equivalent 29.5 kilo

mong Your Customers

An increasing number are drinking POSTUM

Many quit coffee entirely and use Postum in its stead; some confine themselves to coffee for akfast, using Postum at their other meals because coffee keeps them awake nights; in other ilies, one may drink coffee, the rest drink

POSTUM



Because of this growing demand and the "good business" principle which seeks always to satisfy and increase trade, a showing of a few packages of Postum and Instant Postum on case or counter proves a good sales aid.

"There's a Reason"

Margin Good. Sale Guaranteed.

POSTUM CEREAL CO., LTD., BATTLE CREEK, MICH.

Here's the nationally advertised goods question from a little different angle:—

There's so much national advertising that consumers are beginning to feel that nationally advertised goods *as a class* are the best kind to buy.

That feeling can make money for you or it can take money from you, depending on the way it is used.

THE ABOVE IS THE ADVERTISEMENT OF

harles B. Knox Company, "Knox Gelatine"
arwell & Rhines, "Criss Cross Cereals"
. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

WITH THE EDITOR

Price Discrimination.

Readers hereof will remember the provision of the new Clayton anti-trust act which prohibits discrimination in price where the intent is to destroy competition. In spite of many denials and explanations, numerous people still think this provision compels every seller to make the same price to everybody. This is not the case. William J. Harris, Federal Trade Commissioner, told the American Cotton Manufacturers' Association last Tuesday what this provision meant:

> Section 2 of the Clayton Act declares discrimination in price between different purchasers of commodities to be unlawful under certain conditions. This section is especially interesting to manufacturers. It does not mean that the same price must be made to all customers, but it does mean that a manufacturer or dealer shall not make low prices in the places where he has competition for the purpose of putting the competitor out of business. This kind of price cutting was one of the favorite clubs of certain trades and monopolies.

And, generally speaking, this is about all that Section 2 of the Clayton act does mean. Suppose the normal price of a product is 10 cents a pound. It is selling for 10 cents in Lancaster, Pa. A new company making this product goes into Lancaster and by salesmanship and enterprise gets a strong foothold, partly displacing the goods of an old company. The latter, though selling everywhere else at 10 cents, cuts the price in Lancaster to 6 cents, the object being of course to destroy its competitor. If these companies were doing an interstate business, and were thus subject to the Clayton act at all, the cut to 6 cents would be illegal. But a cut to 9 cents probably would not be, because that would go no further than proper competition.

Making a Salesman Out of Nothing.

I have always been inclined to believe that *all* the correspondence schools and the various other schemes for teaching salesmanship—there is a surprising number of these enterprises—were pretty nearly pure piffle. So far as they aim to take a salesman born but in the rough, and sandpaper off his rough edges, they are good. So far as they aim to take *anybody* and make a salesman of him, they are bad. It can't be done.

I have just finished reading some of the questions in one of a course of lessons on salesmanship, and here present them:—

> Questions and Answers Lesson No. 9.
>
> Q. Why should a salesmen stand while selling?
>
> A. It denotes attention; he can also command the situation.
>
> Q. What is the psychological reason a salesman standing commands best attention?
>
> A. Standing, he is a positive force; seated, a negative one.
>
> Q. Where does the master salesman focus his gaze while selling goods?
>
> A. Square in the eyes of his prospect, showing force and power.
>
> Q. How can a salesman carry a convincing air?
>
> A. By meeting his sales problems with his knowledge, plus ability?

This is the same clever, plausible patter that most these courses in salesmanship consist of. Following every rule here would no more make a salesman than a hat and a suit of clothes would make a statesman. The point is this: The born salesman could violate every one of these rules and still sell goods, while a man who is not cut out for a salesman couldn't sell goods even if he followed them all.

A Cruel Thief.

Excessive competition is probably responsible for as much human depravity as almost any other one factor in human economics. Under the stress of it, and in order to preserve themselves from destruction, men do things which are criminal and never seem to see it. Such men would not steal a dollar from you by putting their hands in your pocket and taking it, but they would steal *two* dollars from you by skimping that much on the value of merchandise they sell.

I am thinking of the scheme exposed by the New York State Commissioner of Weights and Measures. Here it is in his own words:

> There are 7,000 carloads of live poultry shipped to the city of New York from Western States annually, with approximately 5,000 fowls to a car, averaging four pounds each, totaling 140,000,000 pounds of poultry. The average wholesale price is 20 cents per pound, making a total of $28,000,000. This poultry retails at approximately 25 cents a pound, making a retail cost of $35,000,000 annually.
>
> The poultry is bought of the producers by dealers in the West. The producer is obliged to deliver the birds with empty crops. If the birds are delivered to the dealers with any food in their crops, 10 per cent. of the total weight is deducted for feed allowance.
>
> The custom of handling live poultry in transit is to physic the birds the first day in transit; the second day to feed light food without water, with a mixture of red pepper to irritate the stomach. For twenty-four hours before arriving at New York the birds are kept without food.
>
> The evil of the system is found in the twenty-four hour starvation followed by the giving of the watery mixture of sand, gravel, corn and wheat mixed with paste forming bran and "shorts." The latter cause the mass to stick to the walls of the crop and prevent its passage on into the stomach. As a consequence hunger remains unsatisfied and the fowl continues to eat until it can hold no more.
>
> In its investigation the Federal authorities found birds weighing two pounds ten ounces carrying a stuffed crop weighing eight ounces, or 20 per cent. of the weight of the bird. On a four-pound rooster the weight of the crop was 13½ ounces, or 21 per cent. of the weight of the bird. On this basis the people of the city of New York are buying 28,000,000 pounds of sand, gravel, meal, paste and water at 25 cents a pound, as chicken feed, at a total cost of $7,000,000.

What a wretch a man is to do a thing like this! Pass the cruelty to a living creature that it involves—I suppose the very mention of that would bring peals of laughter from the men who do such things. Consider it only from the standpoint of honesty. A man who robs consumers by a trick like this is a particularly mean thief, and he ought to be ridden on a rail.

The Metric Scheme.

The National Wholesale Grocers' Association deserves credit for the indomitable perseverance with which it has for years waged its campaign to have our system of pounds and ounces, feet and inches, etc., give way to the foreign metric system of grams and kilograms, liters and centiliters, etc. The association's idea is that most other nations use the metric system, and if we did there would be virtual uniformity in commercial transactions throughout the world.

The association has obtained a ruling from the Government that in marking net weight on foo drugs metric terms can be and with this in its hand, it h the metric equivalent for the of all canned goods worked o is asking packers to put th their labels. A can of corn ing 1 pound, 4 ounces, inst being so labeled, would be "net weight 567 grams," if th ric system were employed.

I can see a chance for frau or perhaps I should say fo agreeable competition, whic make the National Asso sorry it got permission f packer to use metric terms all had to. Packers of all of goods very closely scan competitor's package to see weight he is giving, and th very loath to give less than body else is giving. That ke weight of a given product uniform among the differen ducers of it, and is a general tion to all.

But when some packer wh to skimp his goods ceases t 1 pound (which is equivale metric grams), and says 380 which is equivalent to abo ounces, what then? No co would know that 380 grams less than one pound; in she wouldn't know what it Isn't there room here for short-weighting?

Labels for Egg Substitute

"Egg powder," in the opinion Bureau of Chemistry of the U. partment of Agriculture, is syno with "powdered egg" and "Serv Regulatory Announcements No. the Bureau states that articles do not contain powdered egg or contain other ingredients will garded as misbranded within the ing of the Food and Drugs Act are labeled "egg powder" withou ification. The Bureau also hol an article should not be labele substitute" unless it possesses th erties of eggs. These question manufacturer must settle for l before shipping his product in state commerce. The Bureau of istry is without authority, it is s conduct experiments to determi individual manufacturers whether products will accomplish the claimed for them, and the manuf ers must do this work themselves.

rlvania Organization Notes.

ıth annual convention of the siness Men of Southwest ıia was held on Monday, h, at the Fort Pitt Hotel. members were present when Bortz called the meeting to elegates were present from e, Pittsburgh, McKees Rocks, tion, Irwin, Jeannette, Mc- McDonald, Homestead, g, Meadville, Erie, Johnstown, l Washington. Rev. Geo. W. ade the invocation and Mayor rmstrong welcomed the visit- half of Pittsburgh. Edmund attorney for the Pittsburgh ɔcers, made a fitting response. ıal report was read and J. Neill addressed the convention rs concerning "Legislation." es were appointed and an ad- for luncheon took place. ınvention reconvened at 1.30 d William Smedley made an He was followed by Charles um, of Washington, and Hon. Kelly, of Braddock, who the "Stevens Bill." A gen- ussion followed on the pro- ınge in the fire insurance rates, . M. Howes, of Erie. A call ːial meeting of the stockhold- e company was presented and ıd the same ordered sent on ıfficial board. D. E. Durbin, ıtshaw, E. O. Spotts and J. C. nade short talks, after which ɔwing officers were elected: t, D. E. Durbin; vice-presi- M. Cox, of Munhall, and S. P. of Meadville, and Geo. M. Mc- Johnstown; secretary, D. J. d; treasurer, John Jamison; fi- secretary, D. W. Rankin; Ex- Committee, J. D. O'Niell, E. O. D. W. Bortz, J. C. Norris, Ira , D. E. Durbin and D. J. Craw-

olution on the death of D. W. r was passed and ordered sent family of the deceased. A mo- ıailed that the Executive Com- ıssure support to any members State Legislature who had fa- ıeasures of the Merchants' As- ı in the past, and are now seek- election. The convention ad- to meet one year hence at such the committee may select.

* * *

ɔmedley attended the meeting of ıamber of Commerce of Vande- ı March 28th and made an ad- President McGeary presided. tendance was good. Addresses ıade by a number of the mem- fter which lunch was served and r of sociability indulged in.

* * *

Greenville Association has been ɀed and one of its first ventures "Dress Up Week." All the stores town made special window dis- ınd at a given signal the curtains raised and the people given an unity to view the displays. Thou- of out-of-town visitors were pres- ent and the town presented a glad appearance. Two bands of music were employed. A banquet closed the day.

* * *

The Watsontown business men have organized and Mr. Smedley will visit the newly formed body on April 27th. A delegation of Sunbury merchants will accompany him.

* * *

McKees Rocks merchants are about ready for organization.

* * *

The annual banquet of the Coatesville Business Men's Association was held at the Speakman House on March 30th. Covers were laid for 100. The menu was an elaborate one and much enjoyed. President Charles Ash acted as toastmaster, Mr. William Smedley spoke on organization and its benefits and he was followed by brief talks from several of the members. It was a successful get-together event. The officers of the association are: President, Chester Ash; vice-presidents, J. Marcus and Wm. R. Jackson; treasurer, L. C. Robinson; secretary, Max Steinwachs. The Banquet Committee was composed of the following: J. Marcus, E. O. Heck and J. H. Hershey.

* * *

The Reading Chamber of Commerce held its annual banquet at the Berkshire Hotel on March 23d. There was a large attendance. The speakers included E. J. Morris, Hon. W. D. B. Ainey, Mr. Geo. F. Barber and Prof. Francis H. Green.

* * *

Mr. Smedley will address the Merchants' and Manufacturers' Association of Columbia on April 11th.

* * *

Lewisburg merchants are about to organize.

Free Flour Storage in Philadelphia Limited to Two Days.

By a decision of the Interstate Commerce Commission the railroads entering Philadelphia need not give more than two days' free storage in Philadelphia. The commission ruled that the roads' rule limiting storage to two days free of charge was justified and not discriminatory against Philadelphia. The fight against a limit of two days' free storage time began in November, 1914, immediately after the carriers amended their rules by changing the free time from four to two days. In its decision the Interstate Commerce Commission held that storage regulations are intended primarily to prevent congestion of carriers' terminal facilities, and that public interests require that freight should be removed promptly from the carriers' terminals.

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell Spruce 2608-2609 / Keystone, Race 746

Our Corps of Artists

is composed of the most expert originators, ready at all times to create suitable and artistic designs.

These designs, when stenciled on

Heekin Heavy Duty Steel Cans

"Heekin Can Since 1901"

give you cans of not only extreme service and durability, but of attractiveness and beauty.

Heekin Cans preserve perfectly the freshness, crispness and flavor of crackers and the aroma and bouquet of coffee.

Cracker cans, 15½ in. x 27¾ in.
Coffee cans, 15½ in. x 20¾ in.

Send for sample.

The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

Now For Raisins

The California Raisin Day Association is working up a big national campaign for

Raisin Days
April 28th and 29th

Everybody will be using them these two days. You should sell a lot of them.

You can hold everybody to raisins who uses them on this occasion if you sell them

SUN-MAID Raisins

The pick of **6,000** California vineyards, grown, cured, seeded, packed and shipped by the growers themselves.

Our National Advertising for April ties Sun-Maid Raisins up with the National Raisin Days. Write us to learn how we help you cash in on this.

California Associated Raisin Co.
Membership, 6,000 Growers
Fresno, Cal.
Hearst Bldg. Chicago (200) 113 Hudson St. New York

The New York Letter

Sperry & Hutchinson Co. Appeal to Women in Trading Stamp License Fight. New Baking Powder Bill Passes. How Cream of Wheat Co. is Tying Up Its Product. Indictments Expected in Poultry Frauds. Rochester Merchants and Manufacturers Will Vote on Stevens Bill. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, April 7, 1916.

Concerning the recent decision by the United States Supreme Court upholding the right of Florida and Oregon to tax users of premiums $6,000 a year, the Sperry & Hutchinson Co. has issued the following appeal "to the women of America":

> The Supreme Court of the United States has just handed down a decision, which makes the future of the woman's aid and home builder—the trading stamp—rest with the people. If the women of this country want the system of premium giving preserved for them, it is up to them to say so.
>
> There are in this country certain interests which are opposed to the trading stamp and coupon, certain interests which are selfish enough to say to the millions who have beautified their homes through the use of trading stamps that they no longer shall benefit. They have completely ignored the wishes of 10,000,000 women who daily collect trading stamps; they have set themselves up as the arbiters of the rights of others with a tyranny which history never has seen excelled.
>
> This feeling has manifested itself in some States where laws have been passed; where the Legislatures acting at the behest of certain associations, who are working solely for their own selfish gain, have decided against the people, and in the interest of these classes. In some States, Legislatures, without the courage to act directly, have seen fit to pass tax laws against trading stamps which are so burdensome as to make it impossible for the stamp companies to operate.
>
> The Supreme Court of the United States has refused to interfere with those laws on the ground that the right to make them rests with the State, and cannot be reviewed by that court.
>
> The question, therefore, comes squarely up to the people. It comes squarely up to the millions of women in this country who know and have experienced the benefits of trading stamps and coupons; who have been able to provide things for their homes which would have been impossible to them had not the trading stamp been given to them by their merchants when they bought goods.
>
> The women of this country are a power. Their voice is the one which is heard in the home. They have simply to exert that power to show to the member of the Legislature who is acting for certain interests that they—the women— do not purpose to be ignored. They have simply to indicate that they do not want the Legislature to take its directions from a small class of people, but rather from the mass as represented in the homes of America.
>
> The question simply gets down to this point:—
>
> Are the people of America going to consent to allow the Legislatures of the various States to take away from them a right—which should be as free as the air they breathe—to receive a cash discount in the shape of a trading stamp or a coupon, for the trade which they take to their merchants? Are they going to permit, without protest the revocation of a privilege which has been theirs from time immemorial simply because some association is active enough to lobby a law through the Legislature?
>
> The abrogation of freedom of trade is in the hands of the State Legislatures. Unless, therefore, those Legislatures receive their instructions from the people, laws which will hamper trade, and react on the people, are likely to be passed.
>
> Do you want the trading stamp, the coupon, the premium token, through the combined use of which $125,000,000 in merchandise is given back annually to the people, to be permitted to exist? Surely it is worth enough to you to make you insist that your representatives in the Legislature of your State shall act for you. You do not want the Legislature to tell you that your merchant no longer shall be permitted to give you a trading stamp in recognition of your patronage.
>
> Are you willing to do this?
>
> We have no hesitation in saying to the women of America:
>
> THIS IS YOUR FIGHT!

* * *

The Cream of Wheat Co., in an effort to stop the cutting of prices on its product, is now sai marking every package of which leaves its factory, t pose being to enable the c to follow every package w sold at a cut price, and t which of its customers bro rule. It would appear at fir that this was an enormous t the Cream of Wheat Co. no only to carload buyers, a working of the plan with lots is comparatively a simp ter. One of the local jobbe stated within the week that his fellow jobbers were af do anything out of the o with Cream of Wheat on acc this secret espionage.

* * *

The local fruit trade hav furnished with a subject of sation in the suit of one W Biers vs. The Fruit Im Union. He sues to recover

(Continued on page 13.)

COLLECT YOUR ACCOUNTS

WITH

Graves' Collection Letter

For $1.00 we will mail Ten Effective, Keen Collection Letters, suitable for your business, that will hit the sensitive spot in a debtor. Written by a successful credit man.

GRAVES' COLLECTION LETTERS

40 Kingston Street ROCHESTER, N

KIRK, FOSTER & CO. WHOLESALE GROCERS

IN THE SPRING TIME

Very backward this year, but it is sure to come, in the meantime the demand for Dried Fruits, Canned Goods, etc., has been unusually good, and we have some rare bargains. Keep in touch with us.

SYRUPS—At this season of the year nothing is more popular as a breakfast sweet than a good table syrup. Our brands represent the most desirable qua to be had, they are well known and popular. *Challenge, Extra Fancy, Royal Table, Gilt Edge, Starlight, Very Best, King B, Extra Amber, W Clover, Crescent,* all good sellers. We also have some fine marks of early New Orleans Molasses, Extra Fancy Church, at 56c.; Engleside Fancy, at Extra Choice Cruiser at 38c. Buy of us; satisfaction guaranteed.

FRUIT JARS—We have a car of Ball Brothers' Mason Fruit Jars due sometime this month. If we have your order before hauling them we will make the foll ing special prices: *Pints, per gross, $4.75; Quarts, per gross, $5.10; Half-gallons, per gross, $7.50.* These jars are one dozen in carton. Orders n be for at least five gross, one kind or assorted. We believe you will save money by buying now.

CANNED CORN—Market active, a good demand, and all indications point to higher prices. We quote Fancy Maine Red Ribbon at $1.15; Cruiser Brand Fancy Crushed at 95c.; Cream of Susquehanna Shoepeg at 95c.; Pheasant Fancy Cream Shoepeg at 92½c.; Bob White Shoepeg at 90c.; Baker's Whole Grai 90c.; American Beauty Country Gentleman at 87½c., Blue Bell Country Gentleman at 85c.; Quaker City Fancy Crushed at 80c.; King's Choice at 75c.; Park Shoepeg at 72½c.; Watervale D. C. Shoepeg at 70c. Watch the market.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREE PHILADELPHIA - PENNSYLVAN

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Ask Every Salesman If He Has These Credentials.

The best credential that a strange salesman can have is one of the above specialty stamps. If he has that, you as a retailer will know that his employer has been a great deal more careful about employing him than many employers are, about hiring salesmen.

One of the big points about orders bearing the specialty stamp is that they shall not be padded or corrupted in any way. Therefore the necessity of getting salesmen to use the specialty stamp who will carry the plan out.

If you confine your specialty dealings *entirely* to salesmen using the stamp, you will be in good safe company and you can't go wrong.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Grocery Markets

Tea.

The tea market shows no change whatever for the week. Business is continuing fair and most buyers are coming regularly into the market, but nobody appears to be anticipating his wants very much. Prices show no change at any point from last week.

Coffee.

Rio and Santos are perhaps a shade lower than the highest point reached a couple of weeks ago, but the market is still steady to firm. The demand is fair but is from day to day for actual wants only. Mild coffees are still high, but show no change for the week. The demand is fair. Java and Mocha are unchanged.

Sugar.

The sugar market is entirely unchanged from a week ago. Considerable sugar has been shipped from Cuba, but much of it has gone abroad, especially to England, and this has kept the market up; 6.02 is about the highest quotation, although Porto Rico is selling at about 20 points below that. Refined sugar is unchanged from last week, the demand being good.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup is seasonably active, although the demand will shortly diminish. Prices are unchanged. Sugar syrup is still high and in quiet demand. Molasses unchanged and dull.

Dried Fruits.

Prunes are still unsettled and dull. There has been some talk of an advance of ½ cent in peaches, but this is certainly not affecting the Eastern markets. Apricots, raisins, currants and other dried fruits are quiet and unchanged.

Fish.

There is nothing whatever to say about mackerel that has not been said every week for the past several months. Stocks of Norways particularly are very low and prices very high. Much of the demand is compelled to go unsatisfied because of light stocks of the wanted sizes. Cod is still very high and very scarce. Salmon is fairly active and the lower grades of Alaska are still tending upward, but without change for the week. Domestic sardines, quarter oils, are now being quoted at $2.70 in a large way f. o. b. The new season's fishing will begin shortly, but whether it will affect the market is of course problematical. Imported sardines scarce and high.

Canned Goods.

Tomatoes remain unchanged for the week; demand quiet. Corn is gradually working up and the position is generally quite strong. The demand is good. Peas are dull and still inclined to be heavy. Apples are quiet and are not showing their usual active demand at this season because of the very low price of fresh apples. California canned goods are wanted because of the lightness of stocks on the Coast, and also with the expectation that the coming season's goods will be higher than the present price. Small Eastern staple canned goods are unchanged and quiet.

Butter.

The butter market is active, with very light receipts. Prices are unchanged throughout. The consumptive demand is absorbing everything on arrival, and the general situation is very firm. The only relief which can come is an increase in the make, which is not likely for two or three weeks.

Eggs.

The egg market is firm at an advance of ½ cent a dozen. There is a good consumptive demand, and receipts continue below average for the season. The quality is very good and the market is healthy. Holders are beginning to store eggs, but not in very large quantities because of the light receipts. Prices being paid are about 10 per cent. above last year.

Cheese.

The cheese market is firm with a light consumptive demand and very small stocks. The situation is healthy on the present basis, and no immediate change is in sight until the new make arrives in June.

Beans and Peas.

Pea beans are perhaps a shade higher than a week ago. The demand is fair. Marrows are about 10 cents per bushel higher than last week on account of scarcity. The demand is good. California limas show no change, and green and Scotch peas, although scarce, are dull.

Provisions.

All smoked meats are firm and unchanged, with a light consumptive demand. Pure and compound lard are steady and in light demand. Barreled pork, canned meats and dried beef are dull and unchanged.

INDIVIDUAL MARKET REPORTS.

Evaporated Apples, Etc.

Conditions are unchanged here in our evaporated apple market. The jobbing trade is buying small quantities and paying full prices. Export business is at a complete standstill.

Speculators have been a little more active, but they are only picking out the more desirable lots.

The market is quotable at 4¾ to 5 cents per pound for prime, with the higher grades selling at up to 7 cents, all in 50-pound boxes.

Raspberries are firmer, and desirable stock is very scarce. The market is quotable at 28 to 29 cents per pound, f. o. b. in barrels.

C. C. Hall.

Rochester, N. Y.

Imported Fish Specialties.

With the coming of spring weather there has been a falling off in the demand for salt herrings, except for Norwegian herrings, for which the demand continues very steady. Prices are unchanged, and in spite of the diminished demand, no weakness has developed in the market, as stocks of all kinds of salt herrings are comparatively very small and are likely to go into consumption before the hot weather sets in.

Mackerel, particularly Norwegian, continues in good hand-to-mouth demand, and prices remain firm, as available stocks are held in very few and strong hands.

The imported sardine situation shows very little change. Hardly anything has been added to the stock of Norwegian sardines in this country, first of all, because very little is to be had in Norway, and secondly and principally, because the prices which Norwegian packers are obtaining for their sardines from the countries now at war are so high that the American importer cannot possibly compete in the buying field. The trade here simply will not pay those high prices for Norwegian sardines. Consequently the consnmption has decreased very materially. Some parcels of inferior quality of Norwegian smoked sardines, principally large fish, have been brought over here, but the trade in general objects to anything that is not really fine in the line of Norwegian sardines, and those who brought over those cheaper goods have troubles of their own. The consumer of Norway sardines has gotten used to good stuff, and will simply not be satisfied with this inferior and poor quality. Imports of Norway sardines will therefore not increase until either the public gets used to paying the same prices which are obtainable in Europe to-day, or until conditions change and supplies become more plentiful, and prices more reasonable.

Portuguese sardines are following in the wake of the Norwegian product, and prices are steadily advancing. There is no reason to complain about this advance, as Portuguese sardines have not advanced in nearly the same proportion as Norwegian goods

French sardines, that is, the lit is coming over here, continue to the same high prices to those who want the very best and are to pay for it.

Strohmeyer & Arp

New York.

Foreign Grocery Specialti

It is really remarkable how tl sumption of Spanish red peppe mentos) is increasing from day The demand for this commodity good, stocks are rather limited, are very firm and will show advances when stocks which hav bought recently will arrive here. reports a scarcity of pimentos an er prices.

Olive Oil.—The finest eatable qu scarce, particularly the Italian p which is so highly appreciated market. Prices, of course, are and no likelihood of a decline near future; on the contrary, prices are expected. Packing c the cost of raw materials, cost o freight charges and charges for ance, are all steadily advancing packers write that they have difficulty in securing adequate l lithograph and make the tins fo oil. They are, therefore, unable ecute orders as promptly as wa custom, and they find great d in supplying olive oil in tins, part the smaller sizes, which require s labor in the making.

French mushrooms continue scarce, and the market is pra bare. First hands have almost n to offer and second hands natura asking exorbitant prices for th stock they carry.

Owing to the difficulties whi pure food authorities have made lowing the entry of Italian sauce, recent arrivals show a s perior quality of this product urally very much higher prices are justified by the better quali even at the considerably higher prices, practically all that is arri readily sold.

Greek black ripe olives are ingly scarce. The new crop of black olives is ready for shipme it is impossible to import ther because practically every olive damage by worm, and such goods not be permitted to land here un Pure Food Law. Remaining sto therefore held at very high figur

Spanish Pimento (ground sw pepper) is higher in price, and th will have to get accustomed to a better quality of this pimento, the Government will not permit portation of a cheaper grade.

Strohmeyer & Arp

New York.

Pennsylvania News Ite

A meeting of representati the different local merchant business men's associations i ous lines was held on call Retail Grocers' Protective U No. 304-5-6 Penn Buildi Wednesday evening, April 5

Invitations were issued to t lowing organizations, viz:—

Western Pennsylvania Druggists' Association, Na League of Commission Merc Pittsburgh Produce Trade A ation, Retail Butchers' and Dealers' Association, Retail and Shoe Dealers' Assoc

le Grocers' Association, ania Manufacturing Con- s' Association, Retail re Dealers' Association, Re- ber Dealers' Association, h Credit Men's Associa- tailers' Board of Chamber nerce, American Specialty turers' Association, Retail Protective Union, Retail Association, most of ere represented at the meet-

urpose of the meeting was each mercantile line or or- n represented by a com- the different committees o form themselves into a rade body for the purpose up trade abuses, obtaining n both local, State and Na- iscuss, take united action try to remedy any of the troubles of merchants in ious lines.

neeting was merely sort of inary one in which officers arious associations became ed and expressed their what was needed by the mercantile interests. An- eting was called for Thurs- ing, May 4th, at which it ted every mercantile line anization will be repre- nd when an organization effected and officers and Directors elected.

NEW YORK LETTER

(Continued from page 10.)

ces said to have been ren- connection with the tariff is. The Fruit Importers' as interested in reducing on lemons so that they port fruit from Italy. In ous tariff bill the California rowers had succeeded in he tariff advanced so that ions were almost impossi- e plan succeeded and the s reduced. Biers claims to en especially instrumental g it reduced, and the $75,- s fee for services rendered; ich goes to show that it is ly necessary to grease the omewhere to induce the ent to move.

* * *

District Attorney's office has to take up the charges st week and published in r of April 3d, that some of poultry dealers of this city imizing consumers by sell- ing poultry which has been stuffed with gravel and sand. Commissioner John J. Dillon, of the State Department of Foods and Markets, believes that this fraud has cost New York consumers about $7,000,000 a year.

* * *

Rochester (N. Y.) Chamber of Commerce is now taking a referendum vote among its members on the Stevens Bill, which aims to give manufacturers of trade-marked merchandise the right to fix the retail price. The Chamber has issued some literature on the subject, in which it places the arguments for the bill side by side with the arguments against the bill. Arguments for the bill have been published, therefore only the arguments against the bill are given here:—

Some reasons why the Rochester Chamber of Commerce should not support the Stevens Standardized Price Bill:—

First.—In respect of general interests:—

(a) That the consumer does not demand the supposed benefits of the act.

(b) That it is highly specialized legislation running counter to the means of open competition and distribution.

(c) That it endeavors to impose an artificial stability to a small section of distribution with the purpose of curing a condition never momentous and decreasingly active.

(d) That it disregards forces compelling greater recognition of an increasingly centralized and socialized Federal Government.

Second.—In respect of the interest of "the vendor" (so-called in Stevens Bill S. 3,945 and H. R. 9,671).

(a) That a negligible number is asking for or desires the enactment of the bill.

(b) That trade-marked and special brand goods enjoy ample protection, as evidenced by the growth of the small group of vendors most active in advocacy of the bill.

(c) That by reason of priority in production, coupled with national advertising, monopoly in principle will follow from the bill.

(d) That the existing Federal Trade Commission can be enabled to deal with vicious price cutting.

(e) That "Do It for Rochester" should not lead to the indorsement of the bill, for only harm to Rochester can accrue from it unless it were to benefit the entire nation.

Third.—In respect of the interest of the retail distributor:—

(a) That the majority of such distributors neither requires (nor desires) the enactment of the bill.

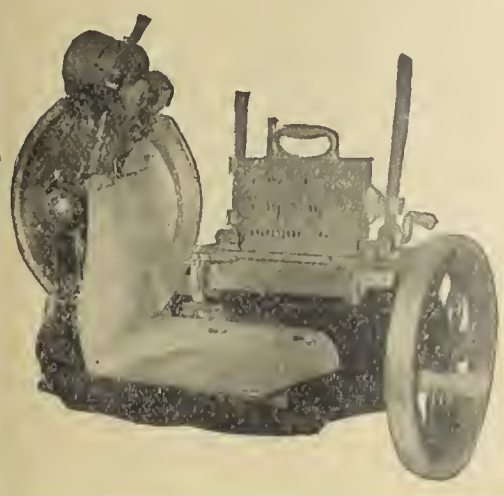
(b) That the retail distributor is held responsible by the consumer for the quality of all merchandise branded or misbranded and that it is false to assume that branded merchandise possesses any intrinsic virtue over unbranded merchandise.

* * *

The Everett Bill, which will require baking powder manufacturers to label their cans with the amount of leavening power which the powder contains, was passed by

Establish Your Store as a Quality Center

INSTALL



"The World's Best Slicer"

Watch your sales and bank balance grow and the waste disappear. Ask any of the 75,000 users.

Beware of fraudulent agents and imitations.

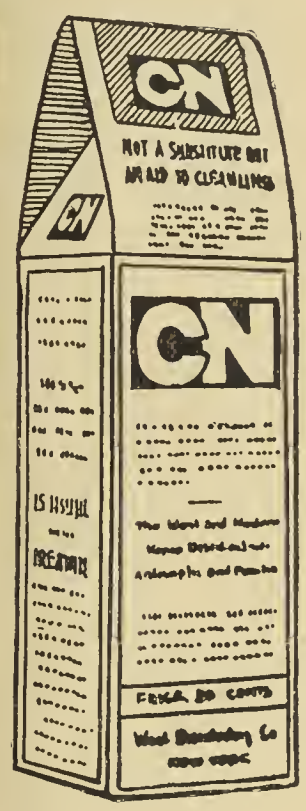
Every machine absolutely guaranteed.

Write to-day for free demonstration.

U. S. Slicing Machine Co.

1024 Arch St., Philadelphia

"Preparedness"



Be prepared for the increased demand for

CN

The cleansing disinfectant that our campaign of 1916 is bound to produce for the grocer.

CN, the combined cleanser, disinfectant and deodorant for household use is a sure seller.

Link your store with our campaign by placing one of our new attractive window displays.

Your jobbers will supply your need promptly.

"Have it on hand to meet the demand"

West Disinfecting Company

HOME OFFICE

12 East 42d Street, New York, N. Y.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

the Assembly on Thursday. The bill will also require that all the ingredients in the powder be stated on the can.

Summarized Market Conditions.

Tea quiet without change; low and medium grades steady to firm. Still some talk of a tea duty being imposed in this country.—Coffee quiet and unchanged; general tone firm.—Sugar very high and somewhat unsettled; raws quoted at 6.02 and granulated 7 to 7.10.—All canned vegetables unchanged on last week's basis. Most lines steady to firm with the possible exception of peas.—Salmon firm; low grade Alaskas very strong; demand fair.—Domestic sardines very scarce.—Prunes still easy and somewhat unsettled. Coast holders of peaches feeling firmer, but Eastern markets unchanged. Raisins and currants firm; demand fair.—Wheat steady after a decline.—Flour unchanged from last week; quiet demand.

Federal Court Says Sausage Mustn't Contain More Than Two Per Cent. of Water.

A most important decision of great interest to meat packers, sausage makers and the grocery trade generally, was handed down during the week by the United States District Court at St. Louis, in which it held that sausage containing more than 2 per cent. cereal and 3 per cent. water was adulterated under the Federal Food Law and upholding the rulings of the Department of Agriculture in this respect. The case in which the opinion was rendered was that of the Independent Packing Co. of St. Louis against David F. Houston, Secretary of Agriculture of the United States, in which the packing concern sought to have the Secretary enjoined from enforcing the ruling promulgated by his predecessor, Secretary Wilson, limiting the use of cereal and water to the percentages named. This is the second time the court has decided adversely to the interests of the packing company. At the trial of the first case it denied the injunction and the Independent Packing Co. appealed. The United States Circuit Court sent back the case for the reason that it was of opinion that the contention of the packing company that the addition of water and cereal to the sausage did not impair the wholesomeness of the product had not been successfully controverted. This last question the same court has now decided against the packer.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, t being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

B. V. D. Underwear.

Danielsville, Pa., April 3, 1916.
To the Editor.

Dear Sir:—Kindly furnish us with name and address of the B. V. D. Underwear Manufacturing Co. Yours respectfully,
Marsh & Herman.

The B. V. D. Mfg. Co., New York City.

* * *

Manufacturers of Waste Paper Balers.

Mount Carmel, Pa. April 4, 1916.
To the Editor.

Dear Sir:—Would appreciate if you'd kindly inform me of concerns manufacturing waste paper machines. Yours truly,
H. J. Kimmel.

The Buckeye Baler Co., Findlay, Ohio; Davenport Mfg. Co., Davenport, Iowa; Ypsilanti Hay Press Co., Ypsilanti, Mich.

* * *

People Who Buy Baled Waste Paper.

Newburg, Pa., April 3, 1916.
To the Editor.

Dear Sir:—Will you please send me addresses of dealers in baled waste paper. Respectfully,
A. F. Smith.

Coll Paper Co., 305 Florist street; J. I. Lenhart, 236 N. Delaware avenue; Chas. Goldman, 731 Walnut street, all of Philadelphia.

* * *

Shoe Schemes.

Liberty, Pa., April 4, 1916.
To the Editor.

Dear Sir:—I am thinking of putting in a device for measuring feet and advertise it extensively among my customers. What do you think of the stunt for competing with the mail-order business?

I want to know the address of the people who make the Douglas shoe for men and also the address of one of the best people for ladies dress shoes of moderate price.

Very respectfully,
F. C. Roupp.

We don't know what you mean by a device for measuring feet. The only one we know of is the sliding arrangement shoe dealers use, which would appear not to be susceptible of any special advertising. Douglas' shoes are made by W. L. Douglas, Brockton, Mass. For ladies shoes, W. L. Douglas, Brockton, Mass.; Watson Shoe Co., Lynn, Mass.; Ziegler Bros., 117-19 North Fifth street, Philadelphia.

* * *

Atlantic Stamping Co. Stock.

Wilkes-Barre, Pa., April 4, 1916.
To the Editor.

Dear Sir:—Kindly inform me through the columns of your paper what you know of Atlantic Stamping Co., of Rochester, N. Y. Is their stock worth anything?

Thanking you in advance and hoping to hear from you soon, I remain, Yours respectfully,
S.

We made some examination of the scheme of the Atlantic Stamping Co. some time ago. It is probable that it has somewhat more behind it than some of the schemes whose stock is offered retailers, but we nevertheless advise retailers not to invest in it or in any other enterprises of the same kind. They are foreign in every sense, and over their management minority stockholders can have no possible control.

* * *

As to M. Eiseman & Son.

East Greenville, Pa.,
April 3, 1916.
To the Editor.

Dear Sir:—Please publish or hand the following letter to Mr. Smedley or to anybody giving us advice.

M. Eiseman & Sons, wholesale cash grocers, are selling goods to private families even after being notified to this effect. Can anybody give us a remedy as how to stop this?

Thanking you for the favor.
Yours truly,
C. M. Hertzog.

The concern referred to, M. Eiseman & Son, are Philadelphia jobbers doing business at 817 North Second street. Of course they have a *legal* right to sell whoever they like, retailer or consumer. There is no "remedy" there. Whether they have a moral right to pose as jobbers, and get the benefits that come to them as jo such as direct buying accom tions, jobbers' discounts and things, and at the same tim retail business, is quite a question. The retail trade take the position—and mos bers will agree with it—that tailer should patronize a who sells his, the retailer's c ers. And that is where the r lies.

* * *

As to Jobbers' Discount

Wellsville, N. Y., April 1. 1
To the Editor.

Dear Sir:—Referring t issue of March 20th, page 9, 2, the man who wrote the r Mr. Bissert, stating what d the jobber is allowed, is certa error. We think it is rathe less to give out as much fa formation as that paragrap tains. If we are not very mistaken every flour mill country sells flour sight dra bill of lading. We never r any cash discount, and we think any flour mill gives a any cereal manufacturers lowing 2 per cent. we do no it. Many other items in t are handled on a smaller d than you mention—lima salt and canned goods. The universal discount on canne and vegetables is 1½ per c

If the question refers to t count which jobbers allow manufacturers, that is a d matter, but we are very mu prised if any jobbers allow cent. on flour, or 2 per cent. eals. Yours very truly,
Scoville, Brown &
George C. Ros

The figures to which excep taken were taken from the of the National Wholesale G Association and should there correct. The secretary of t tional Association, who ge paper and we believe reads not raised any question abo

---

Majority Opinion Considers C Hams and Bacon Are Pa age Goods.

At the recent hearing in Wa over whether the Government reverse its recent ruling that hams and bacon are not packa and therefore need not bear th ment of net weight, W. F. Bod man of the Uniform Tares Co of the National Wholesale Groc sociation, argued that hams an are package goods. Mr. Bo mitted to the hearing a statemen views of all of the food control of the forty-eight States showin majority of such officers are un in holding that wrapped hams a are in package form within th ing of the food statute.

What a Foreigner Said

A foreigner visiting in this country lately, whose coffee is a sort of religion with him, said after drinking our **Jamestown brand of Harisco Standardized Coffee,**

"That is the best Coffee I have been able to secure in America"

This is really expert testimony, and we are glad to get it. "The best coffee in America," is a pretty strong statement, but really we believe it is not too strong for the **Harisco** line. Frankly, we know no competitor who hunts as hard as we do to get top-notch coffees. Not only must they be right in the beginning, but they must stay right, because one of the big things about the **Harisco Standardized Line** is uniformity. Five years from now, the Harisco Standardized Coffee you buy from us—if the earth produces it—will be like what you get to-day.

If you don't see how pushing such Coffees can help your business, write us, and let us tell you more.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	◇H◇ Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

This Brand Will Stand Any Good Thing You Can Say

Goldenoyle, which we advertise here, is a higher-grade article than any other cooking oil you can possibly have in stock.

We know all the others and we know **Goldenoyle.** It is the finest grade of cooking and salad oil which has ever been put on the market. You can sell it under the most enthusiastic recommendation you can give—**you** cannot say too much.

One thing to say is that Professor Allyn, the widely-known Westfield, Mass., chemist, has passed **Goldenoyle** as conforming with the Westfield standard. Has he passed the brand you are selling?

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street PHILADELPHIA

Got a Car Yet?

I'll be dinged if it don't seem as if everybody was getting automobiles, blame me if it don't.

Why all my customers have 'em. Of course there's a reason, as my old friend Bill Postum would say. The reason is that my customers make so much money off them justly celebrated goods of mine that they don't know what to do with it.

I suppose they'll be putting it into flying machines next.

But it ain't alone my customers—everybody seems to be getting a car of some sort.

The other day I was in a little town where there's six grocers. I counted up and every one of 'em had a car. What d'ye know about that? Yet if you talk to 'em they'll all say they ain't making any money.

People seem to be able to grab the money out of the air to buy a car with. Two or three of my neighbors—I know all about 'em and know what they make—they have cars and they keep 'em at a public garage, too. Even with my enormous salary, I can't do it. If somebody would come along and put out a car that would eat swill instead of gasoline, maybe I could keep it, but I'll be blamed if I can see gasoline at 30 cents a gallon.

Still a lot of other ginks do it that ain't got any more than I have.

At least, that's what my wife says.

I find a big bunch of my customers have Fords that they work on week days and drive in on Sundays. That's the scheme. One fellow picked up a second-hand Ford for $300—he says it would run with no engine in. He unbuttons the body in about five minutes and put on a box to deliver goods. When he wants to take a ride he buttons her back on and there he is. Yep, it's an all right scheme.

He does everything to that boat but grease it. It rambles right along just the same. When his tires bust he fixes 'em up with spearmint and goes on. It's a great little old car, the Ford is; you can't insult it. To be sure, you can't get very proud of it.

I was talking with another customer of mine last week, asking him why he didn't get a delivery car. Said he couldn't afford it, but we counted up and he had about $650 in his two wagons. He give $200 apiece for his nags and $125 apiece for his wagons. That's $650, ain't it? Why I told him, I said one delivery car that you could get for $750, would do the work of both your teams and wouldn't cost as much to keep.

He didn't agree with that, but it's a fact all the same.

And suppose one of his nags dies on him? How about that?

The scheme I'd work if I had a store in a small place would be the one car and two body scheme. I'd buy a regular car with an extra body that you could put on and off and I'd make the thing pay for itself by delivering goods for me and then on Sundays I'd have my rides for nothing.

One man that works that stunt told me last fall he saved $5 a week by it. D'ye get that? It costs him $5 less to keep his car than it costs to do without it. That's going some, ain't it?

That used to be worked with delivery nags. You'd work 'em all the week and then put them in a fall top or a carry all on Sunday and take a ride. But there ain't any pep in that any more. Nowadays the wife and the kids wouldn't give 2 cents to go out behind a delivery horse on Sunday afternoons—it's too blamed slow. They get everybody's dust and after the old beast has jogged along steady for an hour they still ain't out of sight of home.

Why I'd even rather have one of these three-wheeled motorcycles with a box on than a regular delivery team. That delivers goods just as well as anything if there ain't too many of 'em, and you can go out in it Sundays if the wife's willing to sit in the box. If she ain't willing, let her run alongside. Take some of the stuck-upness out of her.

You know some of the biggest automobile people are selling cars on installments like the scale and cash register people. I figure that ought to sell millions of cars that wouldn't be sold for straight cash at all. Maybe they'll get [illegible] dollar down and a dolla[illegible] that's my size. When t[illegible] I'll buy four Fords an[illegible] apart. Then I'll put 'e[illegible] again, but I'll hold out [illegible] of the parts from each or[illegible] just the same—and the[illegible] don't pay the installmen[illegible] take the four cars back, [illegible] parts together and there[illegible] merry as a mountain fl[illegible] poetry, which I suppose [illegible] fellows' heads.

THE S[illegible]

Dry Goods Acti[illegible]

Marshall Field & Co., in [illegible] review of the dry goods tra[illegible]

Current wholesale shi[illegible] dry goods show a consi[illegible] crease over those of t[illegible] sponding week of past y[illegible]

Road sales for both [illegible] and future delivery are [illegible] volume.

More customers have [illegible] the market.

Collections are ahead o[illegible] period last year.

Prices are firm, and the[illegible] dise situation is reaching[illegible] stage in some lines.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & C[illegible] Department Food Store, Dover, N. J.

"The Boss Is Away To-Day."—What condition of mind does his absence put you in?

What attitude do you take in fulfilling the day's duties when the head of the house is out of town?

Brushing aside every semblance of sham and standing in the light of the naked truth, what's your programme?

Lack of restraint is a wonderful test. It's a very interesting one.

Character is read, loyalty or disloyalty is disclosed when the boss is off the job.

* * *

When the boss is off the job is your opportunity—your opportunity to excel, to stick close and hard and knuckle down to things in dead earnest. The idea of loafing or easing up or for a moment losing interest should be the farthest notion from your mind.

The way to keep the boss off the job is to make it unnecessary for him to be on it.

It follows that service is the key to success and happiness. Disloyalty demeans, it stunts growth. It narrows you down to the level of a knave. At bottom of all worthy advancement is loyalty, and so long as you trangress this principle your life will be "bound in shallows and miseries."

"Sell Her a Dozen."—Th[illegible] people should have kept t[illegible] got to be quite a by-word a[illegible] of us fellows. And often [illegible] other things.

It is now applied to [illegible] peaches—"sell her a box"—[illegible] pound boxes prunes.

Unpeeled peaches are cl[illegible] a window was just filled w[illegible] $1.75 per box.

To supplement this, peach[illegible] turnovers and peach cake [illegible] vertised for Saturday. Th[illegible] be sampled.

* * *

Isn't that a good idea? [illegible] stuff the thing is made of [illegible] the thing itself at the same [illegible] three pounds for 25 cents, [illegible] is too much.

No line has anything [illegible] merchandising. It's so c[illegible] esting and so everlastin[illegible] Methods of selling are [illegible] sameness never enters in[illegible] if we go about it right. [illegible] what means we may take [illegible] apple buyers next week.

Who knows how we [illegible] salt herring to caviar [illegible] the time comes to start a [illegible] taste.

Either Makes or Loses Money

That's exactly what your refrigerator does. It's either the means of loss, or a source of profit. It either preserves your perishable foods, stops the waste from spoilage, makes possible an attractive display and saves ice or it does just the opposite and wastes your good money—and lots of it. As long as you are in business to make money why not have refrigerator equipment that helps you increase your profits instead of decreasing them? If you want money makers get

McCray Grocers' Refrigerators

Any successful grocer will tell you if you ask him that McCray Refrigerators have answered this one big problem for him. He will explain how his spoilage has
en reduced to nearly nothing. He will tell you how the beautiful display cases made
perishable foods more attractive and more salable, and consequently increased his
les on them. He will also tell you how the McCray reduces his ice bills materially.

The McCray scientific construction provides for a constant circulation of cold, dry
and carries off all odors and impurities through a water sealed drain pipe.

McCray Refrigerators come in a large variety of styles and sizes and are built to
ler to meet any need. They may be arranged for either ice or mechanical refrigera-
n and conform to all legal requirements on display of perishable foods.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

lcCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Store of Columbia Grocery Co., Indianapolis, Ind.

American Sugar Refining Company

A wide assortment of cane sugars will help to please all customers.

The variety of cane sugars which we offer indicates the service and satisfaction of buying from the American Sugar Refining Company, just as variety of merchandise argues service for the retailer.

You can get any variety or grade of cane sugar from the American Sugar Refining Company, including Domino Cane Sugars, in packages, as follows:

Domino Tablet Sugar. Full-size pieces in 2 and 5-pound packages. Half-size pieces in 2-pound and 10c packages.

Domino Granulated Sugar. In 2 and 5-pound packages.

Domino Confectioners Sugar and Domino Powdered Sugar. In 1 pound packages, 24 to container.

American Sugar Refining Company

New York

The Most Complete Line of Sugar in the World

No. 358.—Legal Responsibility for Damage as Between Manufacturer and Dealer.

The law is becoming more and more firmly settled that a manufacturer who makes a machine, or a store appliance, or a food product, and sells it to a dealer to sell again, is liable to any purchaser who is injured by reason of some defect in its construction or manufacture. It used to be a theory—and there are some cases to support it—that where a manufacturer made something and sold it to a dealer, he was responsible only to the dealer, for the dealer was the only person with whom he had any contractual relations. If the product, whatever it was, was sold by the dealer to a consumer, and in the hands of the latter it went wrong, showing defective manufacture or construction, the consumer must look to the dealer for redress because it was the dealer with whom the consumer dealt.

The courts soon awoke to the fact that this was a gross injustice because it made a dealer responsible for something over which he had no possible control, and which he could not even know about, viz., the construction and composition of another man's product. The courts then began to decide that a manufacturer—who alone can know whether his product is good or not—should be held responsible for defective construction or composition in the hands of the ultimate consumer, no matter how many hands it had to pass through before it reached the ultimate consumer. This is of course as it should be, and nothing short of it would be fair.

The clearest decision on this point of law which I have ever seen has just been handed down by the New York Court of Appeals in a case involving an automobile. The manufacturer of the car sold it to a dealer, who sold it to a consumer. While the consumer was using it one of the wheels broke in a way that revealed defective construction, and some damage was done. The owner of the car did not bother with the dealer but entered suit at once against the manufacturer. The lower court gave him a verdict, the manufacturer appealed, and the verdict was affirmed by the Court of Appeals. In its decision the court in a very few words summed up the responsibility of the manufacturer to ultimate consumers, as the weight of the law at present holds it. The following extracts from the decision are clear. I think I should say that the manufacturer defended first on the ground that he was responsible only to the dealer, and second on the ground that he bought the wheel from another manufacturer and therefore was not responsible anyway:—

> The manufacturer of a finished product of machinery which is to be used without new tests and which in the nature of things is reasonably certain to place life and limb in peril, is under duty to make it carefully, and for a neglect to do so is liable to the owner who purchased it of a retail dealer. Such liability is not relieved by the fact that the manufacturer obtained the defective part of a reputable maker if a reasonable inspection would have disclosed the defect.
>
> From this survey of the decisions there thus emerges a definition of the duty of a manufacturer which enables us to measure this defendant's liability. Beyond all question the nature of an automobile gives warning of probable danger if its construction is defective. This automobile was designed to go 50 miles an hour. Unless the wheels were sound and strong, injury was almost certain. It was as much a thing of danger as a defective engine for a railroad. The defendant knew the danger. It knew also that the car would be used by persons other than the buyer. This was apparent from its size; there were seats for three persons. It was apparent also from the fact that the buyer was a dealer in cars, who bought to retail. The maker of this car supplied it for the use of purchasers from the dealer. The dealer was indeed the one person of whom it might be said with some approach to certainty that by him the car would not be used. Yet the defendant would have us say that he was the one person whom it was under a legal duty to protect. The law does not lead us to so inconsequent a conclusion.
>
> We think the defendant was not absolved from a duty of inspection because it bought the wheels from a reputable manufacturer. It was not merely a dealer in automobiles; it was a manufacturer of automobiles; it was responsible for the finished product; it was not at liberty to put the finished product on the market without subjecting the component parts to ordinary and simple tests.

This seems unanswerable, but one of the judges disagreed with it and filed a dissenting opinion on the ground that the manufacturer should not be held responsible to anybody but his immediate buyer.

The above extracts represent what would be considered the weight of the law, not only in the case of an automobile, but in the case of everything else that is sold by the manufacturer to dealers to be sold again. If they go wrong the dealer cannot be held responsible unless he has made the transaction his own by giving his own individual guarantee. I will discuss that presently. There are several companion cases on record in which suit was begun against the dealer instead of the manufacturer, and in which the court held that the responsibility was not the dealer's, as he could know no more about the construction of the article than the consumer. These cases as well as the others of the type of the above automobile case, point directly back to the manufacturer, as they should do. They fix upon him the responsibility of warranting, either expressly or by implication, that his article is as it should be; that the wheels on his automobile are good enough to stand the strain; that the colors in his fabric will not fade unduly; that the steel in his farm implement are without flaw which inspection could discover; that the prepared beef in his tin is free from disease germs, and so on and so on.

But the whole situat changed if the dealer gives antee of his own. In that ca just as responsible as the m turer and an injured consu sue him under his own gua Many dealers are foolish en do this, but they always tak No dealer should guarant thing that he does not kno lutely about; his repres should be *"the manufacture tee* is so and so," and in all ature and his advertising h be particular to say *"guara the manufacturer,"* never "v antee."

(*Copyright, April, 1916, Elton J. Buckley.*)

—

NOTE.—Requests for inform this department should tersely in full all the facts bearing on and all questions should be framed to avoid misconstructio on one side of the sheet only. should be received at this later than Tuesday of each wee sure an answer in the Monda following. The signature and of the writer must accompan quiries, and will be publis less there is a request not to d inquiries received will be without charge. Address all cations to Legal Editor "Mod chant and Grocery World."

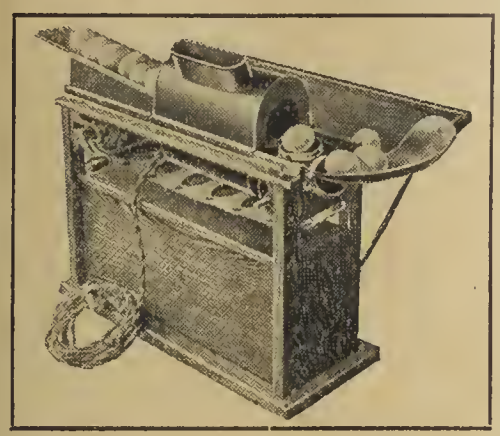
Grocers' Wasteful Ways of Bread.

A Western retail grocers' a has issued a statement calling to the wasteful methods of s grocers in selling bread. Th ing extracts from the statemer interesting:—

> Before us is the route she bakery delivery man covering iod of three months and s the sales in money and th bread returns. It is appall proves that for extravagan retail grocer, who forever about there being nothing business, is more profligat bloated bond holders.
>
> Just take this one grocer list as an example. In De he sold $50 worth of bread stale returns were 16 per cen January he sold $51 and r 11 per cent. In February hi were $51, and his stale mounted to the enormous los per cent.
>
> Now put this extravagant record up against that of competent and careful merch
>
> This man sold $33 worth o in December, his returns per cent. In January he in his sales to $34 and reduced turns to 3 per cent. In Febr raised his sales on this br bread to $40 and reduced turns to 1 per cent. Right d the very lowest notch.
>
> In some sections the sale o bread is killing the sale of bread. If it is not discontin will eventually wreck both th ers and the grocers' bread h and send the housewives b baking at home.

Do You Believe That There is a

BEST?



COURSE, and you
t it, too, if the price
ight.

Electric Daylight
g Tester is the

EST EGG
ANDLER

the market.

will test 300 dozen
s an hour, and it will do the job perfectly. The opera-
needs no particular experience.

Electric Daylight Egg Tester is

AT, DURABLE and INEXPENSIVE

ill add to the appearance of a counter and will enable
dealer to absolutely guarantee the freshness of the eggs
ells. A guarantee with eggs means money and satis-
customers. Write to-day for our special offer on all
ers received during the next sixty days.

A. E. JENNINGS COMPANY

l Detroit Street **ANN ARBOR, MICHIGAN**

Don't Buy Baking Powder on Price

You can get a baking powder at almost any price you
t to pay. You can get a baking powder that will yield
possibly a couple of hundred per cent.—if you can
it.

But in the end you will be sorry you did not send out
nford to represent you, rather than the cheap brand
se only attraction was the profit it offered.

Rumford is clean, wholesome, honest, substantial, sat-
ctory merchandise. It brings the customer back for
e of it, and it pays you well for your work. There is
better leavener than Rumford Baking Powder.

RUMFORD CHEMICAL WORKS
Providence, R. I.

"S. & H." Green Stamps

"Hamilton COUPONS"

"The Sperry Magazine"

THE TRIPLE APPEAL

¶ NEARLY 30,000 wide-awake retailers use the "Sperry" Service and are doing the business. It will cost you nothing to learn how it will meet your needs and produce results.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

THE SCIENCE OF ADVERTISING

Waterbury, Conn., Mar. 15, 1916.
Editor "Science of Advertising."

Dear Sir:—I inclose copy of handbill announcing opening of my new store for your criticism. I also inclose copy of handbill put out by the Atlantic and Pacific Tea Co., which opened a branch store near my location. What do you think about it?

Yours truly,
M. J. WALL.

The Great A. & P. Tea Co. circular was a typical chain-store circular so far as the type arrangement was concerned. It was printed in black on white paper and under the circumstances is interesting enough to reproduce:—

WHERE ECONOMY RULES!

THE UP-TO-DATE METHOD OF SELLING GROCERIES

We do not make deliveries. ¶ We do not give premiums or stamps. ¶ We do not give credit. ¶ We do not run special sales. ¶ We have no telephone. ¶ No cashier. ¶ We do sell goods at a less price than you have ever bought them before. ¶ OUR PRICES are not MADE LOW for a DAY or a WEEK, but are DOWN TO STAY DOWN. ¶ We positively guarantee that you can buy better goods at a lower price from us than you can elsewhere. ¶ Our record of fifty-six years of HONEST MERCHANDISING is back of our guarantee. ¶ Our 20c COFFEE has made more friends for us than any other proposition we ever offered to the public. ¶ Our 29c TEAS are the talk of the town. ¶ We sell one price Coffee and one price Tea. ¶ What are you paying for Baker's Cocoa, Colman's Mustard, Old Dutch Cleanser, Quaker Oats, Magnolia Condensed Milk, Van Camp's Evaporated Milk, Uneeda Biscuits?—Make a comparison. We know positively we can save you 20% to 30% on your grocery bills

LOOK OVER THESE PRICES CAREFULLY—DON'T OVERLOOK ONE

Rice	lb 4c	Uneeda Biscuits	pkg 4c
Pure Lard	lb 12c	Pink Salmon	can 8c
Sliced Pineapple	can 12c	Domestic Sardines	box 4c
Colman's Mustard	can 12c	Red Ripe Tomatoes	can 8c
Cheese	lb 22c	Magnolia Con. Milk	can 11c
Brooms	each 23c	A&P Cond. Milk	3 cans 28c
Gold Dust	4-lb pkg 16c	Van Camp's Evap. Milk	can 7½c
Salad Oil	large bot 16c	Pea Beans	lb 8c

COFFEE 20c lb

FRESH ROASTED COFFEE 20c LB — ONE PRICE . . ONLY

NEW CROP TEAS 29c LB — ALL KINDS—OUR BEST — ONE PRICE . . ONLY

Reliable Peas	can 10c	Pure Fruit Jam	jar 13c
Witch Hazel	bottle 8c	Double Tip Matches	box 3c
Peroxide	bottle 15c	Toilet Paper	3 rolls 10c
Vinegar	bottle 8c	Corn, Iona	can 7c
Baker's Cocoa	can 18c	Quaker or Mother's Oats	pkg 8c
Seeded Raisins	pkg 9c	Prunes	lb 12c
Red Front Soap	7 cakes 25c	Iona Brand Peaches	can 12c
Red Front Cocoa	½-lb can 14c	KELLOGG'S TOASTED CORN FLAKES	pkg 8c

THE TEAS TALK for THEMSELVES

THE GREAT ATLANTIC & PACIFIC TEA CO.
719 East Main St. Waterbury, Conn.

The Economy plan of doing business is really told in full in the introduction. Readers hereof will note, however, that most of the goods advertised are not well known brands. Occasionally there is one, to create an impression, but most of the offerings are either bulk goods or the Tea Company's own brands. This is pretty powerful advertising, however. I mean the whole scheme of sloughing off all the expenses that usually make selling prices higher and then offering goods at rock bottom. There isn't any question about it, it is a scheme that takes strong hold of the average consumer. If I were a retailer whose business was not satisfactory, or who like Mr. Wall, was compelled to compete with an Economy store, I should take a leaf out of the Economy book.

* * *

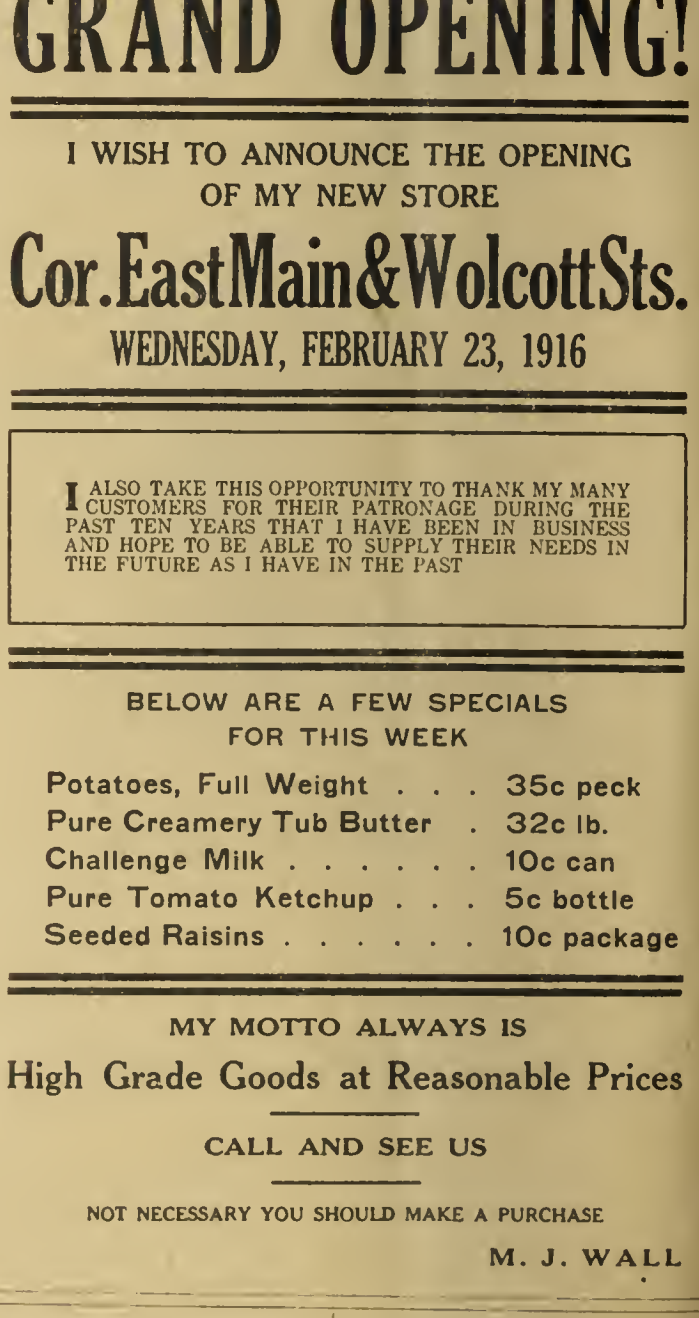
Mr. Wall's circular was smaller than the Tea Company's and was printed in black on yellow paper. In the next column is the reduced reproduction.

* * *

I confess I don't think this is very strong. A new store that opens in a residence neighborhood always has the benefit of the fact that people are curious about it. If that fact is recognized and played up, it is pretty easy to get a good crowd on the first day. Whether anything permanent comes from the crowd depends on circumstances. The way to play up a new store is to give people excuse to go there on the first day. Either by something like demonstrations, or souvenirs, or especially low prices, or some other special attraction. I don't think Mr. Wall has quite done that, in this circular he sends me. I think he ought to have said something about why this store should be patronized. These prices may be obviously low to the people of Waterbury, but I don't believe they are to everybody. Certainly it would have been better to g regular price, if this is a price. Let Mr. Wall put hi the place of a consumer wh near his new store, and w his circular; would he be i by anything in it to go there member that consumers in bury are not hunting a store, they are already conne with one and they will cont stay where they are unless t convinced that they can do somewhere else. It is a scheme to try a circular like your wife. Put it before h ask her whether as a consu would be persuaded by it to a new store. If she says no, she says yes, let her tell you and you will then pretty well whether the advertising is go not.

—

NOTE.—This department is devo the criticism of advertising matte in, to the devising of new adve ideas for special occasions, upon re and to the suggesting of original a tisements when data is supplied. communications sent for this D ment should be addressed to the E of Science of Advertising. They be taken up in strict rotation.



GRAND OPENING!

I WISH TO ANNOUNCE THE OPENING OF MY NEW STORE

Cor. East Main & Wolcott Sts.

WEDNESDAY, FEBRUARY 23, 1916

I ALSO TAKE THIS OPPORTUNITY TO THANK MY MANY CUSTOMERS FOR THEIR PATRONAGE DURING THE PAST TEN YEARS THAT I HAVE BEEN IN BUSINESS AND HOPE TO BE ABLE TO SUPPLY THEIR NEEDS IN THE FUTURE AS I HAVE IN THE PAST

BELOW ARE A FEW SPECIALS FOR THIS WEEK

Potatoes, Full Weight	35c peck
Pure Creamery Tub Butter	32c lb.
Challenge Milk	10c can
Pure Tomato Ketchup	5c bottle
Seeded Raisins	10c package

MY MOTTO ALWAYS IS

High Grade Goods at Reasonable Prices

CALL AND SEE US

NOT NECESSARY YOU SHOULD MAKE A PURCHASE

M. J. WALL

er Lawn Mower

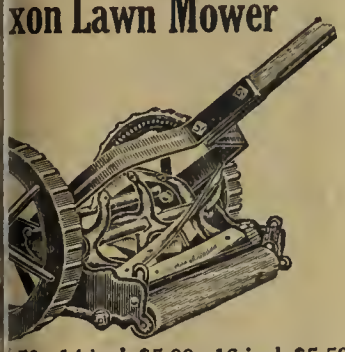
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

ealers Spot Cash Prices

-inch	$ 4.50
-inch	5.00
-inch	5.50
-inch	6.00
er, 24-inch	13.50

xon Lawn Mower



.50 14-inch $5.00 16-inch $5.50
-inch $6.00 20-inch $6.50

hrust, Ball Bearing, Guaranteed in and Dust Proof. Both the upper knives are crucible steel. Wheels es high and the gear is on the inside wheels, giving great power and e real knife is 6½ inches in diame- r blades. The lower bed knife is steel and fastened to floating knife bed knife bar rests on tie rod that back ends of the mower rigidly

ER LAWN MOWER CO.
DIXON, ILLINOIS

E VALUE OF RIGHT TORES

he difficulty of mak- a sale—whether it ry goods or vege- es, jewelry or shoes creased tenfold in orly lighted store. er things being al, the Electrically ted shop will do e business than the e which uses other minants. "Indoor light" can only be ained by the use of da Electric lamps.

hiladelphia Electric Co.
eath and Chestnut Streets

The Star System

For Safe Egg Handling

There is no other equipment that will pay you such a large return on your investment or that will please both you and your customers as well as Star Egg Carriers and Trays.

Let us give you the facts concerning them. Write for our booklet No. 209.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK

BABBITT'S CLEANSER

The Big Seller

The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.
NEW YORK CITY

This Tells the Tale

¶ A product which has been on the market fifty-eight years is a product which has stood the hardest of all tests—the test of time. "Knight's Cooking Extracts" is a phrase familiar to man, woman and child, from the Atlantic to the Pacific and from the Lakes to the Gulf. It is easy to tell why; no housewife ever had a bottle go back on her and no housewife ever will. Good extracts must be on your shelves. Grocers, if you sell Knight's Extracts we need say nothing more to you; if you don't, we want one order from you—we are sure of more. You are certain of their absolute purity and a good profit.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer. A. H. & W. R. ANDREWS,
Prattsburgh, N. Y.

Offer No. 109.

One type "C-A" Westinghouse Motor, one-sixth horse-power, single phase, 110 volt, alternating current, 60 cycles, 2-hour rating; complete with small pulley on motor shaft; large pulley also. Suitable for coffee mill, beef cutter, etc. Can be attached to lamp socket of 660 watt rating. This motor is strictly new, never been used. Cost $25, will sell for $15. E. E. HUDSON,
Chestertown, Md.

Offer No. 110.

We offer Lipton's Tea at a bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes. Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.
O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 115.

We have five cases Lautz's Master Soap and four cases Lautz's Naphtha Soap, both 5-cent sizes, 100 to a case. Will sell them at $3 per case and pay the freight on them. Will sell them all in bulk or by single cases.

Thanking you in advance for the favor, we remain,
Jos. LOSOWSKI & SON,
Trenton, N. J.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.
Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price i pail; we paid $2.75 per pail goods; we will sell to any p price of $1.60, freight prepa if a party will take the wl free goods and all, we wil whole shipment for $100; being eight auto harps, ten dishes and seven pails of sorted.
J. MASQUELIER &
McDo

Offer No. 118.

We have on hand a brand-land Auto Top and a second-l ington Standard No. 6 Typev are of no use to us. We w if you can dispose of them fc auto top is in the best of co we only used the bottom parts our own top from our other the new running gears. If p would like to get $50 for it. writer is also in good work and has not been used very we have gotten a new one t few more up-to-date fixtur $10.
S. B. DARLINGTON
West Ches

Offer No. 119.

We have about one gross Dyes on hand that we woul dispose of at market value. furnish us with the address firm or firms that could use advantage?
MARSH & HERM
Danielsvi

Important Notice to those Ac in the Exchange Departr

If the goods advertised do after four weeks, will the own notify us, so that the offer ma continued? We desire to kee partment as clean and fresh as and if goods don't move in fo they will probably not move at

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

SITUATION WANTED

WANTED.—Young man, thoroughly experienced in all branches of grocery business, understands buying, has good education and can sell goods, would like to connect with some good concern, wholesale or retail, at a moderate salary. Address E. M. J., care Grocery World Publication Co., 927 Arch St, Philadelphia. 16

FOR SALE OR RENT

BUSINESS OPPORTUNITIES

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—One $75, practically new, American cash register, for $40. One $100 Hammond typewriter, rebuilt, for $18. Selling them because we have no further use for them. Address Medford Grocery Co., Medford, Md.

FOR SALE.—At bargain prices, one National cash register that registers from five cents to one dollar, one Enterprise coffee mill ($5); one meat block, nearly new; one good delivery wagon, one six-drawer National cash register, one paper baler, one meat rack, also several glass floor showcases. Address Mullison Economy Stores, O. R. Mullison, proprietor, Wilkes-Barre, Pa. 15

STORES.

FOR SALE.—An old-established general merchandise business in good furnace town; stock and fixtures at invoice; no charge for good will; three-story brick business block, fronting on trolley line; at reasonable price. Western Maryland and B. & O. Railroads locating yards just below the town. Address Geo. H. Swearinger, Dunbar, Pa. 16

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

Men With Sales Abi

We have a few desirable openin men of this type to call on Groc connection with Star Egg Carrier Trays. Sixty-three per cent. o grocers of the country are alread ing Star Equipment. To men proven selling ability we can o exceedingly interesting propositi

For particulars, apply

STAR EGG CARRIER AND TRAY MF

1113 Jay Street

ROCHESTER, N. Y., U. S. A

Our Eyesight Is Goo

for we can see a good year for you if you will let us furnish you with our

INDEXED COUPON BOOKS

Cut out bookkeeping—losses from forgotten charges—disputes—overrunniug credits, etc. Increase your cash customers—control your credit ones. Will get you the cash. Best and most convenient made. Saves time, labor and trouble. Inexpeusive. F. O. B. anywhere in the United States.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE. NO OBLIGATIONS. ASK FOR THEM

J. P. FORBES, Forbes Building, Coshocton, Oh

The Fruit Season is Coming on

¶ If you're going to make money out of ***Fruits and Vegetables***—there's more money in them than there is in most things—you've got to buy the right sort of stuff and you've got to buy it right?

¶ We've been selling the sort of stuff retailers can make money on, for fifty-five years. We're shipping to customers that first started to buy of us thirty years ago. Why don't you take a leaf out of their book? Settle down on us as your ***fruit and vegetable*** headquarters. Put it up to us absolutely to keep you.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

.WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per H. S. bbl..... 3 25
Medium Red, per S. H. bbl..... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$7 00–
Regular Jersey, good color, long keepers, per bbl. 5 00–
Regular Jersey, good color, long keepers, per crate 1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $3 00
Extra Fancy, 360s, very fine, per box 2 50
Messina, Extra Fancy, 300s, per box 2 75

Extra Fancy New California Navel Oranges.

100s, per box $2 75
126s and 150s, per box..... 3 50
176s, 200s, 216s, per box..... 4 00

Fancy Florida Oranges.

126s, per box $3 50
150s, per box 3 75
176s, 200s, 216s, per box..... 4 00

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 25
54s, per box 3 50
64s, per box 3 50
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$12 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

luminum Cooking Utensils.

luminum Products Co., La nge, Ill. (tf)

merican Aluminum Mfg. Co., Le- t, Ill.

uckeye Aluminum Co., Wooster, o.

China.

axon China Co., Sebring, Ohio.

othesline Reels and Vacuum Cleaners.

eeny Mfg. Co., 1300 E. Washing- St., Muncie, Ind. (21)

utlery and Optical Goods.

nger Brothers, 82 Bowery, New k City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, APRIL 10, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Butter
Condensed Milk
Eggs
Flour
Provisions
Lard and Compound, Swift's
Dressed Poultry
Live Poultry

DECLINES.

Fresh Fish
Dressed Meats

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48 lbs.	7.45
Granulated, fine or standard, McCahan	7.15
" " Franklin	7.20
" extra fine, bbls	7.15
" " 2-lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.35
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectioners'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C	.71	.72	.73
Buff Label, I. and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz tins per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3 lb. tins per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 8 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ⅕ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Caracas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.15¾
Santos, extra fancy	.16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" tbird, "	
" dairy, extra, bakers' use, 30–60 lbs	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per box

JARS AND JAR RUBBERS

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz	per doz

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

.....	.95
No. 2.....	.95
s, 16 oz., tomato sauce or Boston ..... per case	1.90
No. 2.....	1.40
s, No. 2.....	1.40
's, No. 2	1.35
o 2.....	1.40
d, No. 3.....	1.25
o. 1.....	.55
New Jersey, No. 3.....	1.20
Maryland, No. 2.....	.85
" No. 3.....	1.15
New Jersey, No 2.....	1.15
Maryland, No. 2.....	1.20
all, No. 2.....	1.50
New York, No. 2.....	1.10
y, New York, No. 2	2.00
w York, No. 2.....	1.50
Maryland, No. 2.....	.50
Beans—	
New York, No. 2.....	1.00
Maryland, No. 2.....	.85
Illinois, No. 2.....	.95
New York, No. 2	.90
w York, No. 2.....	1.00
Maryland, No. 2.....	.75
Maine, No. 2	1.25
ine, No. 2.....	1.25
No. 2	.85
n, No. 2.....	.75
New York, No. 2	1.15
w York, No. 2	1.50
d, New York, No. 2.....	2.00
Southern, No. 2	.75
thern, No. 2..	1.00
d, Southern, No. 2.....	1.40
Indiana, No. 2.....	.75
iana, No. 2.....	1.00
d, Indiana, No. 2.....	1.40
Wisconsin, No. 2	1.10
consin, No. 2.....	1.40
d, Wisconsin, No. 2.....	2.00
New York, No. 2.....	.....
" No. 3.....	1.25
New Jersey, No. 2.....	.....
" No. 3.....	1.10
New York, No. 2.....	1.00
w York, No. 2.....	1.25
Maryland, No. 2.....	.90
chigan, No. 2.....	1.20
2½.....	2.00
No. 2½.....	2.20
2½	2.50
.....	2.25
New York, No. 3.....	1.00
New Jersey, No. 3	.85
Maryland, No. 3.....	.95
New York, No. 3.....	.80
Maryland, No. 3.....	.75

lifornia Canned Fruit.

3	2.75
2½	2.10
dard, No. 2½	1.75
No. 2½.....	1.50
s—	
3.....	.....
2½.....	2.50
dard, No. 2½	2.30
No. 2½.....	2.15
les—	
3.....	.....
2½	2.90
dard, No. 2½	2.50
No. 2½	2.25
non Cling, Sliced—	
3	2.95
2½.....	2.00
dard, No. 2½	1.75
No. 2½.....	1.50
non Cling—	
3.....	2.95
2½.....	2.00
dard, No. 2½.....	1.75
No. 2½	1.45
llow Crawford—	
3.....	2.80
2½.....	2.00
dard, No. 2½	1.70
No. 2½.....	1.40

stern Canned Fruits.

State, No. 3.....	.90
" No. 10.....	2.75
No. 2.....	1.35
No. 2	.....
x, light syrup, No. 2	1.35
heavy syrup, No. 2.....	1.50
3	1.35
No. 3.....	1.15
.....	.85
Extra Standard, No. 2½.....	2.00
up, No. 3.....	.....
ter, No. 3.....	.....
up, No. 2½.....	1.25
p, No. 2½.....	1.00
water, No. 2.....	1.40
erved, No. 2.....	1.80
No. 2.....	1.60
No. 2.....	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½.....	2.00
" Standard, No. 2½.....	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.....	2.32½
" " No. 2, 2 doz.....	3.75
Clams—	
Star, No. 1, 4 doz.....	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	5.00
" No. 1, flat, 4 doz.	5.00
" No. ½, flat, 4 doz	2.65
Star, No. ¼, flat, 4 doz.....	1.50
" No. ½, flat, 4 doz.....	2.60
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.....	1.45
Normanna, Bordelaise Sauce, 100s.....	15.00
" Soused, ½s, oval, 100s.....	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s.....	19.00
" dgl., Young Mackerel in Olive Oil, ½s, 100s.....	15 00
Oysters—	
Boyer's, No. 1, 2 doz.....	.85
" No. 2, 2 doz.....	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s.....	.....
" Boneless, ½s, oval, 100s.....	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s.....	15 00
" Cod, 1-lb. round tins, 100s.....	24 00
" " high oval tins, 100s.....	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.00
" No. ½, flat	1.50
Alaska, red, tall.....	1.75
" medium red, tall.....	1.35
" pink, No. 1, tall	.95
Shrimps, No. 1, wet.....	1.10

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s.....	12.00
" " ½s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s.....	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s.....	26.00
Boneless and peeled, ½s.....	24.00
" D. & G., ¼s.....	26.50
" Ispa, ½s.....	28.00
" Gondolier, ½s, 100.....	23.00
" Landell, ¼s, 100.....	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100.....	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100.....	12.50
Spiced, ¼s, 100.....	10.00
Royanette, oval, ¼s, 100.....	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100.....	15.00
" ¼s, tomato sauce, 100.....	15.00
" ¼s, olive oil, 50.....	13.25
" ½s, tomato sauce, 50.....	13.25
Sea Queen, ¼s, olive oil, 100.....	14.00
Sea Pearl, ¼s, olive oil, 100.....	12.00
Tea Time, ¼s, olive oil, 100.....	11.00
"Herringlets," olive oil, 50.....	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼.....	15.00
Nansen brand, ¼.....	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless.....	15.00
" ¼, peeled and boneless.....	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100.....	2.50
¼s, key, 100.....	2.75
Irma, ¼s, 100.....	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100.....	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50.....	3.80
Gold Label, ½s, 50.....	4.50
" ½s, 100.....	7.00
Underwood's, ½s, 50.....	4.50
Pickert's, Crown brand, ½s, 48.....	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz.....	2.40
No. 2, 1 doz.....	4.50
Hash, No. ½, 2 doz.....	1.00
" No. 1, 2 doz.....	2.25
" No. 2, 1 or 2 doz.....	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz.....	2.40
" No. 2, key, 1 doz.....	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.....	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz.....	1.65
" " large, 1 doz.....	2 65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz.....	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz.....	.92½
" No. 1, 2 doz.....	1.85
" No. 2, 1 doz.....	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2 65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼.....	1.40
Chicken, No. ¼	2.25
Ham, No. ¼.....	1.40
Veal, No. ¼.....	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz.....	2.40
No. 2, 1 doz.....	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.....	2.05
" No. 1, 2 doz.....	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.....	5.75
" No. 1½, 1 doz.....	8.45
" No. 2, 1 doz.....	9.20
" No. 2½, 1 doz.....	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz.....	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz.....	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.....	2.50
Chicken Liver, 4 oz., 2 doz.....	2.50
Armour's—	
No. ¼, 4 doz.....	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.....	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.....	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham.....	1.40	2.50
Tongue.....	1.40	2.50
Chicken	2.00	3.30
Turkey.....	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken.....	2.00	3.00
Turkey.....	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s.....	30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz.....	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz.....	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz..... ..	2.15
" No. ½, 2 doz.....	3.45
" No. 1, 1 or 2 doz.....	6.30
Turkey, No. ½, 2 doz.....	.....
" No. 1, 1 or 2 doz.....	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½.....	3.40
" No. 1.....	6.00
Turkey, No. ½.....	3.40
" No. 1.....	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½.....	9.50
" " No. 2½.....	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups— Per doz.

Twelve varieties, 10½ oz., 4 doz..... .90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle.....	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle.....	10.00	5.50	3.00
All others.....	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 15, 10½ oz., 4 doz.—	Per case
All kinds.....	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case.....	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle.....	6.50	3.50	2.00
" clear.....	7.25	3.75	2.25
Terrapin.....	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato.....			.90

CHOCOLATE AND COCOA.

	Per lb.
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes.....	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size.....	1.55
24 cakes, 10c. size.....	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs.....	.32
" ¼ lb., 12 lbs.....	.32
Caracas, sweet, 6 lbs., ⅓ and ¼-lb cakes...	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs.....	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size.....	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs.....	.29
Best Sweet Chocolate, ⅛s, 6 lbs.....	.30
" " ½s, 6 lbs.....	.30
Vanilla Chocolate, ⅓s, 6 lbs.....	.26
Hersbey's—	Per box
Milk, 24s.....	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per dos.
Grand brand, ¼-lb. tins, 2 doz.....	1.88
" ½-lb. tins, 2 doz.....	3.50
" 1-lb. tins, 1 doz.....	6.30
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes....	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes.....	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton....	.80
Almond Bars, 24 cakes to carton.....	.80
" 12 10c. cakes to carton.....	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes.....	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes.....	.23
Chocolatina, 24 cans to box.....	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins.....	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins.....	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes.....	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 10 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 10 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case.....	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	0.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans.....	0.50	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 10 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case.....	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes.....	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lh. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls.....	3.25
Stock No. 33, Saui Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.25
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.40½	¼ lb.....	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle.....	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets.....	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet—	Per case
Extra quallty, 100 rolls.....	6.00
Good " 200 "	5.25

Butter, Wax—	Per pkg.
9x12, abont 480 sheets.....	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1 03	.75
4 "	4M	1.28	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
15 "	2M	2.81	2.05
14 "	1M	3.57	2.56
16 "	1M	3.82	2.77
20 "	1M	4 30	3.09
25 "	1M	4.73	3.63

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.48
24½ lbs., ¼ bbl.....	.70
49 lbs , ½ hbl	1.40

No. 3, Manilla light weight—	Per lb.
12 lb. rolls.....	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼

—10—

Silk Fibre, No. 1—	
9 in. rolls.....	.03½
12 "	.03½
15 "	.03½
18 "	.03½
20 "	.03½
24 "	.03½
30 "	.03½

Paper Towels—	
25 rolls, 150 towels each, with holder and basket.....per case	4.25
25 roll lots ..... "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime.....	3.90
Baby, 1 doz., glass.....	0.10
Peninsular.....	4.90
Star, 4 doz.....	5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	0.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" hotel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles.....	.10
Bisque Water.....	.10
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.10
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.10
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.10
Water Crackers.....	.09
7-lb. tin palls—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.17
Sweet Marie.....	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Graham Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit.....	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09¼
Oyster Crackers.....	.09	.09¼
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per dos.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. palls ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, .38.... less	.39
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.29
Roquefort.....12 in case, "	.....
" .....less than case, "	.53
Parmesan, about 30 lbs.....loaf, "	.38
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.00
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bler-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.32
" " .....less than loaf	.33
" square loaves, No. 1, about 25 lbs. each.....per lb.	.28
Limburger, No. 1.....box and ½ box	.19½
" .....less than ½ box	.21
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	.22
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 3 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" small size.....	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box.....	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 dos.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight.....per lb.	.....
Weiner Wurstel, 16 in tin.....per doz.	.....
" 8 in tin..... "	.....
Imported Cervelat Sausage, Rolff's.....per lb.	.....
Imported Frankfurters.....per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small.....per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.27	.30
" (Diamond S.).....	.26	.29
" Peutonic.....	.24	.25
" Gothaer.....	.30	.33
Salami (Circle S.).....	.27	.....
" (Diamond S.).....	.26	.....
" (G. A. P.)	.....	.....
Landjager, short.....per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		0.40
Tongue Sausage.....per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.18
Paprika Speck..... "		.18
Mettwurst, half round..... "		.25
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Tripe, 5-gal. kegs	6.00
Pigs' Feet, 10-lb. palls.....per pail	1.05
" 5-gal. kegs.....per keg	2.25
Russian Sardines..... "	.....
" 5-lb. palls.....per pail	.75
" 10-lb. palls..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ⅓ bbls	.....
Milkers, standard, bbls.....	.....
" ⅓ bbls.....	.....
Scotland—		
Mixed, large, fulls, bbls.....	.....
" " ⅓ bble.....	14.50
Milkers, " bbls.....	.....
" " ⅓ bble.....	.....

—12—

Marinirte Herring, imported, about 40 l	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in p	
Norway Stockfish, dry.....	
Matjes Herring	

Bismarck Herring

Round tins, with key, pint.. .....pe	
" " quart.....	
" " 2 quarts.....	
" " 4 quarts.....	
Roll Mops, 4-quart tin.....	
" 2-quart tin.....	
" quart tin	
Kruger's Roll and Brat Haring, oval tins	

Russian Sardines.

Imported, Wallkoff brand.....pe	
" 5-lb. palls.....pe	
" 10-lb. palls.....	
Cut Spiced, 10-lb. palls.....	
" 5-gal. keg.....pe	
Russian, in glass jars.....pe	

Norway Anchovies.

Fancy, keg.....	
" ½ keg	
" ¼ keg	
" ⅛ keg	pe
Original package.....per ½	
Repacked, 5-lb. palls.....pe	
" 10-lb. palls.....	
" 5-gal. kegs..... pe	
" ½-lb. flat tins.....per	
" ½-lb. tall tins.....	
" 1-lb. tall tins.....	

Salt Sardellen.

Original packages, 1902.....per s	
Repacked, kegs, about 8 lbs.....pe	
" pint jars.....per	
" large tumblers.....	
" small tumblers	

Russian Caviar.

1-lb. tins.....per	
½-lb. tins.....	
¼-lb. tins.....	
⅛-lb. tins.....	

German Dill Pickles—Regu

60-gal. casks, about 2000.....per	
50-gal. bbls., about 1200.....per	
15-gal. kegs, about 500.....pe	
10-gal. kegs, about 300.....	
5-gal. kegs, about 150.....	
10-lb. palls, about 50 .....per	

Imported Sour Crout

Magdeburger, 60-65 gal. cask.....	

Domestic Sourkrout—Long

60-gal. casks.....per c	
48-gal. bbls.....per	
10-gal. kegs.....per	
5-gal. kegs.....	
10-lb. palls .....per	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....pe	
Spitzkugein	

Lebkuchen and Bread

Small Basler Lebkuchen, 6 in pkg., per bun	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 5-lb. tins.....per	
" small tins.....	

Pickles and Onions in Vin

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg..	

Sundries.

German Egg Potatoes, bags 110 lbs.....per b	
Green Kern .....per	
Potato Flour.....	
German Dried Pears.....	
Dried Mushrooms	
Juniper Berries	
St. John's Bread.....	
Bay Leaves.....	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs.....	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	
" " choice, new, 35 lbs...	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks.....	
" about 70-lb. loaves	
McLaren's, medium, 2 doz.....per do	
" Club, 2 doz..... "	
Red Edam .....ea	
Philo Cream, 1 doz. 10c. size.....per do	
Elkhorn Pimento, 1 doz..... "	

EGGS.

Nearby, candled and selected, 30 doz.....	
Western, selected.....	
Milken Farm	
Awitru, packed in cartons.....	

—13—

FANCY GROCERIES.

ple Paste, 5-lb. cans	per lb.	.33
n oil, 6 ring bottle	per doz.	5.00
" 3 ring bottle	"	3.25
pareil, ½-gal. kegs		1.25
quart, glass	per doz.	7.50
bottled, ⅔ size	"	2.25
" ½ size	"	2.00
" ¼ size	"	1.20
er, large pots, 6 to case	per case	4.25
medium, 12 to case	"	4.50
small, 24 to case	"	4.25
Maraschino, glass, 1 doz.	"	7.00
er, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
, pints	"	3.60
4 oz	"	2.40
2 oz	"	1.40
, extra fine	per case	21.00
ish Oatmeal—		
	per doz.	3.35
	per tin	.70
	"	1.65
almer's Biscuit, packed 7 and 5 can—		Per lb.
re		.24
		.33
		.33
, ring, pints	per doz.	1.25
" ½ pints	"	.60
ars, 4 doz		1.75
Marquett Mushrooms—		Per case
ce		36.00
oo tins		35.00
o tins		33.00
		Per tin
		.20
		.35
		.60
		1.25
ckled, small size		1.20
unbar's, 2 doz	per doz.	2.75
dial, Bishop's, 1 doz	"	6.50
Ginger, 1-lb. tins	"	3.75
" ½-lb. tins	"	2.25
Rose's	"	4.50
e Water	"	2.25
h Water	"	2.25
s	"	5.25
-American Food Co.—		Per doz.
r invalids, all kinds, ½ pints, 4 doz.		1.40

ON CUBES AND LIQUIDS.

illon Cubes—		
oo cubes		1.70
50 cubes		.90
tins, 12 cubes each		2.75
m Bouillon—		
ttles, 1 doz		2.00
ttles, 1 doz		3.75
mato Bouillon—		Per doz.
les		6.00
ttles		9.00
gs	each	2.75
to Cubes—		Per doz.
. size		.85
c. size		2.00
cubes	per 100	1.65
Beef, Clam and Chicken Cubes—		
xes, 12 cubes, 1 doz		2.50
boxes, 50 cubes	per tin	.90
xes, 100 cubes	"	1.70
ncentrated Bouillon—		
2, 1 doz		3.50
4, 1 doz		6.75
8, 1 doz		13.00
16, ½ doz		25.00
Tomato Bouillon—		
ize 4, 1 doz		2.50
12, 1 doz		6.50
5	per bottle	3.00
gs, size 2	per jug	1.25

EXTRACT OF BEEF.

Solid Extract of Beef—		Per doz.
2, 1 doz		4.45
4, 1 doz		8.20
8, 1 doz		15.90
16, ½ doz		29.75
Fluid Beef Extract—		
size 4, 1 doz		5.00
8, 1 doz		9.00
16, ½ doz		17.00

FLOUR.

	Per bbl.
	6.75
s	7.65
l	7.00
	7.20
	7.45
Best	6.75
em	6.25
e West	6.25
	6.15
	6.85
	6.30
ite	7.35
Best	6.85
perial	6.50

Prepared Flours.

Prepared Doughnut, Cake, Ginger- and Tea Biscuit Flour—	Per case
-oz	1.44
-oz	2.40

Either straight or assorted cases

Self-Raising Flour.

Buckwheat, medium, 12s	1.48
Flap Jack Flour, 18s	1.45
ry Buckwheat, 36 2s	2.60
Pancake, 36 2s	2.60
pkgs	1.55
ma Buckwheat, 36s	2.60
Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05½
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel	4.00
Red Kidney, 60 lbs. to bushel	5.35
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags	3.65
Lentils—	Per lb.
000000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	3.00
No. 3, 100-lb. bags	3.00
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.90
" 90 lbs	per keg 3.10
" 90 lbs	per sack 2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs.	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs	3.30
" " 18 pkgs	1.65
" Wheat Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10
Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70

—15—

Holland Rusk—	
18 pkgs	1.40
36 pkgs	2.80
144 pkgs., individual	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large	per gross 17.25
Small	" 10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots	per gross 11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.85
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case 3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz. .90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "I-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " No. 2, 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No. 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	1.25

FRESH FISH.

	Per lb.
Halibut	-.18
Bass Native	-.15
Salmon, fresh	.12 -.18
Eastern Cod	.06 -.08
Croakers	-.06
Large Hake	-.07
Haddock	-.05
White Cat Fish	-.12
Red Cat Fish	-.12
Spanish Mackerel	-.17
Snappers	-.20
Eels	-.10
Rock Fish	.14 -.18
Lobsters	-.75
Flounders	-.06
Large White Perch	-.20
Sea Bass	-.07
Blue Fish	-.20
Porgies	-.06
Fresh Mackerel	each -.30
King Fish	.....
Weak Fish	.08 -.18
Butter Fish	-.07
Tile	-.06
Shad, Roe	each -.90
" Buck	" -.35

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ⅛-lb. pkgs	1.80
24 ¼-lb pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26½
⅛ and ¼-lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.30
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	1.00
Square, Oriental Red, 2 oz., 1 doz		.50
" Green, Blue or Violet, 2 oz		.50
" Magic Black, 2 oz., 1 doz		.50
" Electro Chemical, 2 oz., 1 doz		.50
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.2c
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	2.75
Cold Blast		5 doz.	3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
		No. 0. No. 1.	No. 2.
Banner Burners		.45 .55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons 3 doz. to case	2.83
" " 6½ doz. to case	5.65
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6¾-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper sl bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lb	
Walnuts, No. 1, soft shell, bags, about 110	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cart

PICKLES.

Sweet—	
16-gal. keg, 210os	
10-gal. keg, 130os	
5-gal. pail, 650s	
16-gal. keg, 360os	
10-gal. keg, 220os	
5-gal. pail, 110os	
16-gal. keg, 500os	
10-gal. keg, 300os	
5-gal. pail, 150os	
16-gal. keg, 750os	
10-gal. keg, 450os	
5-gal. pail, 225os	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per g

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per bb
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Sh	
Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

e Lard—		
50 lbs. net weight	per lb.	.12¾
net	"	.12½
tins	6 in crate	8.10
tins	12 in crate	8.17
ns	20 in crate	8.25
d—		Per lb.
and tubs, about 340 lbs		.12⅜
bs		.12½
n pails, 60 lbs		.09⅝
" 60 lbs		.09¾
" 60 lbs		.09⅞

DRESSED MEATS.

ssed Stock—		Per lb.
	.10	-.14
s	.09	-.13
	.08	-.11
alves	.14	-.15
Calves	.10	-.16
rns and Barnyards	.10	-.13
y Dressed	.13	-.14
	.14	-.15
	.14	-.15
Wethers	.17	-.16
	.17	-.18
Lambs		-.19
		-.13¾

BUTCHERS' SUNDRIES.

eer Tongues	each	-.80
ngues		-.60
ids, scalded	.50	-.75
eads, veal	per pair	.75 -.80
beef	per lb.	.25 -.30
ers	"	.25 -.30
dneys	per doz.	1.25
ers		.10
	per doz.	1.20
beef	per lb.	.05
ef		16.00
oin, beef, western		.22
ork, loins, city		.13
" western		.13

DRESSED POULTRY.

s—		Per lb.
rn, young hens, 8 to 10 lbs	.32	-.34
young toms, 15 to 18 lbs	.32	-.34
ens and toms	.28	-.30
ion to good	.20	-.25
—		
lelphia, fresh killed, 3 lbs. and er to pair, fancy	45	-.55
lelphia, fresh killed, 3½ to 4 lbs air	.45	-.55
lelphia, fresh killed, 3 to 3½ lbs. air, fancy	.45	-.55
rn, fancy, heavy	.21	-.22
y Roasters, 4 to 5 lbs	.22	-.24
o good	.18	-.21
ocks	.14	-.15
—		Per doz.
large, fancy		5.50–6.50
		4.00–5.00
		2.00–3.00

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs	.40	-.45
Springers	.25	-.28
	.19	-.20
s	.13	-.14
young	.15	-.16
old	.14	-.15

RESERVES, JELLIES, JAMS AND MARMALADES.

—	Per doz.
r's, pure	.95
jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
nnel's, 8-oz. tumblers	.80
onal, 16 oz., 2 doz	.87½
3-lb. tins, net weight	1.95
ves—	Per lb.
nmel's pure, 12-oz. jars, 2 doz...per doz.	1.45
onal, 30-lb. pails	.09½
wark, 30-lb. pails	.06½
" 3-lb. toy pails per doz.	3.00
nmel's, pure, 10-oz. jars, 2 doz	1.40
wark, assorted, jars, 2 doz	.90
Marmalade—	
ley's imported, 4 doz	2.10
mmel's, pure, 2 doz	1 50
Butters—	Per doz.
le, Southwark, 30 lbs per pail	1.15
" full 5-lb. slip cover tins, ½ doz per case	1.55
Schimmel's, 30-lb. pails per lb.	.06¾
" 3-lb. slip cover tins, 1 doz per doz.	2.60
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" 40-oz. stone crock, glass top, ½ doz...per doz	3.07½
Mother Cook's, No. 14, 2 doz....doz.	.85
ch, 30-lb. pails per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.....	.....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.50
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.50
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.40
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.40
" 140-lb. cotton bags		.75
Morton, Free Running, 2 doz		.75
New Ivory, 24 large cartons to case		1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small, 2 doz per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry..	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
"	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons.	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-07	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅞
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W.

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 100	
" 2 lb. "	

Clothes Pins.

5 gross, per bo	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per	
Yeast Foam, 1½ doz. "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, April 17, 1916. No. 16

There is not a chain store proprietor in the United States who knows even one of his customers personally. That is a tremendous handicap against the chain store, if the regular retailer would only see it and use it.

A Description of One of the Most Successful Co-operative Delivery Systems in the United States.

A Summary of Some Good Ways of Booming Business, Given at a Subscriber's Request.

"The Stroller" Suggests a New Trade or Profession to be Used in Connection With Grocery Stores. His Idea is Worth Millions to Somebody and it is Entirely Free.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & C

What the Name "Heinz" on Food Products Means to Your Customers.

It means many buildings, thousands of work people, and the spirit with which they work. It means vegetables and fruits grown in the soil they like best; it means cleanliness about every operation. But more than all else, it means that every bottle or can bearing the Heinz name has in it all the results of these far-reaching methods; that its contents are pure, and clean, and above all, delicious.

Here is an established consumer confidence on which you can build more business. Are you carrying as many of the "57 Varieties" as your customers ask for?

H. J. HEINZ COMPANY
57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell yo customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I DO NOT BELIEVE YOU

would be without our books for a moment if you fully understood their merits. Even if you do not adopt them generally you need some of our

INDEXED COUPON BOOKS

for your grouchy people, for your regular and transient cash buyer, your pass book people and others. Will save you losses from forgotten charges. Head off the fellow who wants to overrun his account. Save time, labor, losses, bookkeeping, get the cash, etc. Our literature will explain all their advantages. Inexpensive F. O. B your express office.

WE HAVE SOLD MILLIONS OF THEM

LET US SEND YOU FREE SAMPLES AND LITERATURE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Stock Wheatena, the Greatest Cereal Repeater on the Market

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant

AND

Grocery World

lished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

LXII. PHILADELPHIA, April 17, 1916. No. 16.

ern Merchant and rocery World

PUBLISHED WEEKLY BY THE
LY WORLD PUBLICATION CO.
AT
Arch Street, Philadelphia.
TELEPHONES:
ert 3286
ert 3287 Keystone, Race 746
xchange.

ecks and Drafts payable to the Gro-
d Publication Co.

opendent journal published ex-
in the interests of modern mer-
all classes.

ELTON J. BUCKLEY,
Editor.

DAVID EZEKIEL,
Advertising Manager.

ption Rates, Including Postage, Payable in Advance:

PER YEAR

d States and Mexico	$3.00
a	3.50
Britain and Continent of Europe	
sia	4.50
pies	.10

Contents.

	PAGE
n Co-opcrative Delivery One chant Saved $742 a Year...	4
w York Lettcr	6
l	8
Stevens Bill and Mail Order petition.	
g Flour for Home Brcad king.	
Enormous Wastc of Delivery vice.	
Useful Ideas, Briefly Stated, Booming Business	8
uarter's Failurcs Greatly Fall	9
Merchants Will Gratuitously nd Retailers Advertising and splay Matter	10
The Grocery Markets	11
Individual Market Reports	12
Correspondcncc	14
Weekly Window Display Suggestions	16
"The Stroller's" Column (Contributed)	16
Professional Smellers for Grocery Stores.	
Legal Department	18
No. 359.—A Typical Case of Illegal Substitution.	
Selling Talks with Clerks	18
Pennsylvania Organization Notes	20
Science of Advertising	20
Subscribers' Bargain List	22
Want Department	22
"Modern Merchant and Grocery World" Prices-Current	24

Index to Advertisements.

	PAGE
"Advertising World"	22
American Specialty Manufacturers' Association	21
Buckley, Elton J.	13
Burk, Louis	11
California Associated Raisin Co.	19
Chase-O Manufacturing Co.	9
Clicquot Club Co.	15
Clipper Lawn Mower Co.	13
Crescent Manufacturing Co.	13
Dayton Moneyweight Scale Co.	13
Fairbank Co., The N. K.	5
Fels & Co.	17
Fleischmann's Yeast	22
Forbes, J. P.	Cover 2
Franklin Sugar Refining Co.	Cover 4
Hamilton Corporation, The	19
Heinz Co., H. J.	Cover 2
Hires Condensed Milk Co.	Cover 2
Howe Scale Co.	6
Indexed Coupon Books	Cover 2
International Harvester Co.	17
Knox Co., Charles B.	Cover 4
Lautz Bros. Co.	Cover 2
Manufacturers' Representatives (Association of)	21
Mapleine	13
McCahan Sugar Ref. Co., The W. J.,	Cover 3
Moxley, Wm. J.	Cover 4
Nationally Advertised Products	7
National Biscuit Co.	9
Philadelphia Electric Co.	13
Royal Baking Powder Co.	15
Sherer-Gillett Co.	5
Sperry & Hutchinson	19
Star Egg Carrier and Tray Mfg. Co.,	22
Tanglefoot	Cover 4
Troemner, Henry	Cover 3
Vogt & Sons, F. G.	17
West Disinfecting Co.	13
Wheatena Co., The	Cover 2
Where to Get Premium Goods	23
Wilkinson's Sons, C.	23

Through Co-operative Delivery One Merchant Saved $742 a Year

The Twin Towns of Champaign and Urbana (Ind.) Now Have Four Co-operative Deliveries a Day, and With Satisfaction to Consumers and Far Smaller Expense to Merchants. How the Plan is Worked.

Interest in co-operative delivery plans among retailers of the East, where such enterprises have not grown up like they have in the West, seems to be rapidly increasing. This paper is constantly receiving inquiries from Eastern retailers and associations of retailers, as to how to start co-operative delivery in the average sized town, what it costs, what it saves and so on. It is a good field for retail merchants' associations, for every merchant who has been affiliated with a properly managed co-operative delivery plan seems to agree that he saves enough out of it, when compared with the cost of his individual delivery department, to make a decided difference in his yearly profits.

We are advised that the towns of Champaign and Urbana, which lie practically together in Indiana, have had rather a marked success with their co-operative delivery plan. According to some of the smaller merchants it has done more for them than for the larger ones. One man formerly paid $950 a year for his delivery service; now he pays $208. Saving, $742.

To understand the change that has come over Champaign and Urbana, let it be said that before the present plan was adopted, and while each merchant was running his own wagons, if a good customer called up five minutes before noon and requested the delivery of a loaf of bread to be used at the noon-time meal, it was held to be good business policy to hustle the loaf to the housewife regardless of the fact that the cost of taking it from the store to the table under those circumstances was several times greater than the profit on the loaf—not to say its entire cost. The extent to which customers abuse the good nature of the merchants on this score is almost past belief.

It was determined at the outset that under the new plan no gratuitous delivery of any kind or class should be made, and that all special deliveries which involved a service outside of the routine should carry a penalty to the customer in the form of a special fee.

First, the plan provided that all the storekeepers, big and little, should come into the delivery organization on the same basis. A board of wholly disinterested appraisers was selected to place a value on every article of the equipment turned in by the merchants to the new delivery company. If the appraisement of the equipment offered by any merchant was unsatisfactory to him he was privileged to retain it and dispose of it privately in his own way and at his own price, paying into the company the amount of the appraisement within twenty-four hours. Not a single merchant took advantage of this privilege.

Each merchant received the note of the new company in the amount for which his equipment was appraised. These notes were not to draw interest until after two years. The shares in the new company were put out at a hundred dollars par value, and each merchant was obliged to buy one share without respect to the size of his business. This placed every member on an equal footing with his fellows.

Sixteen grocers and five butchers or market men signed the articles of agreement. The shareholders elected a board of seven directors, who in turn elected officers and chose a general manager to run the business. It was immediately decided by the directors that a feeling of permanence would be given the enterprise by the purchase of ground and the erection of a building to serve as a central station. As the fund in the treasury from the sale of stock was not sufficient to buy the property that seemed best suited to the purpose, ten of the members signed a joint note on which $3,000 was borrowed from the bank. This plan was pursued because of the fact that the financial circumstances of some of the members required that the burden of expense and obligation at the outset, so far as they were concerned, should be as light as possible. The building itself was financed through the building and loan association.

It is now very generally recognized by the merchants that it would have been very much better had they been able to capitalize the enterprise at the outset for a larger sum. At times the inadequate capitalization has operated as a distinct disadvantage.

Another piece of foresight on the part of the directors of the delivery service company was a keen realization of the importance of selecting a thoroughly competent manager and one who was distinctly an outsider entirely unconnected with the business or family of any shareholder. Aside from the manager the employees consist of a bookkeeper and seventeen drivers.

Of the forty horses and mules acquired by the new delivery company, twenty-two are now in service; and of the thirty-one wagons and nine trucks turned over to the company, fourteen wagons and six trucks have been eliminated. When each merchant made his own deliveries thirty-seven men and boys were employed to do this work; today it is done by twenty-two—and done far more efficiently.

No little difficulty was encountered in reaching a decision as to the basis on which the service company should receive its support. Finally it was determined that the merchants should be charged 4 cents for each delivery; of this, half a cent was figured as going to the equipment fund.

At the start the attempt was made to give five deliveries daily—at 7.30, 9.15 and 11 o'clock in the forenoon, and 2.30 and 4 o'clock in the afternoon. This was the schedule by which the wagons left the central station to pick up the merchandise at the various stores. It was soon found, however, that five deliveries a day were too many, and consequently only four are now made—8.05 and 10.10 in the morning and 2.30 and 4.45 in the afternoon. This arrangement has been found to be far more practical from the viewpoint of the merchants and at least fairly satisfactory to the customers of the stores. One of the chief difficulties in the schedule of five daily deliveries was the fact that the routine was being constantly overturned by trouble with equipment. Again, it was open to at least two objections that prevailed under the old plan—those of overworking the delivery horses and, on par heavy days, of putting tc strain on the men and boy

At first no small am trouble was encountered i ing the ordering habits of ers. Education in this d however, has gone forward ter pace than many of the m expected. Some of them that many of their best c could never be brought to r the necessity of thinking in and of ordering in time to c particular delivery that wou the goods to the house in serve the convenience of th hold.

On the score of educati tomers to conform to the and to pay roundly for any privileges received, one sto says:—

"I am decidedly surprise way customers yield to the quirements and seem to unc them. For example, one of customers lately called up fo of bread she had forgotten t and asked to have it rushe her in a hurry. I explain the last regular delivery l and that if I sent it out t must do so as a special, whic involve a charge to her of for the delivery. She was satisfied to have the bread s to pay the charge as a pen her forgetfulness and her fa order in time. Do you th would have received the su that she should pay 10 cents delivery of that loaf of brea the old plan without taking Not for a minute! She wou been angry through and t and probably have taken he elsewhere; but now she that her 10 cents will go delivery company and not In other words, she ates the fact that the deliver pany is in the business of de groceries, just as I am in th ness of selling groceries, a if she demands a special p service from that company s pay for it, just as she pays loaf of bread she buys."

The merchants admit tha are still a few customers in th cities who are not so reason so quick to adapt themselves new order of things as this w A few of them kick vigo against the new delivery r ments; but their education i

firmly though slowly, and
a question of time when
recognize, as do the others,
rderly, systematic, depend-
solidated delivery is far
irable than the old plan,
as involving a steady
f waste and was irregular
pendable.

erchant in the twin cities
e his goods delivered at a
cents a parcel instead of 4
e rate charged the share-
of the company. The vol-
his delivery work for mer-
other lines is on the in-
d promises to develop into
e of respectable propor-
lready an electrical shop, a
re, a furniture store and a
use are making increasing
on this service, while all
goods stores are observing
riment with the keenest in-
There is little room for
at in time this delivery sys-
find itself serving almost
nd of retail business in the
ity. This expansion will
edly be not only in the di-
of taking in new lines but of
more extensive deliveries
kinds of stores already

xample, the furniture store
resent time employs this de-
ystem only for the carrying
ll pieces, and the 10-cent
quires the sale of a dollar's
f goods to one customer in
secure a delivery that shall
to the patron.

e the wagons were started
their first trip for the new
y they were painted uni-
and carried no advertise-
Lately, however, the man-
me close to earning his sal-
the entire year at a single
for he sold the advertising
e of the wagons to a dry
tore for $1,200. As this ad-
has no interest in the com-
he stockholders are well sat-
ith the transaction.

merchants have no hesitance
ing their attitude toward the
ise. One of them says:—

gure that under the old sys-
delivered about a hundred
nd dollars' worth of goods a
a cost of $6,780 for the sal-
nd up-keep actually involved
king those deliveries. My
ent represented an invest-
of $7,000, and I also built a
at a cost of a thousand dol-
lars. You can figure for yourself the carrying charges on this investment.

"I confess that I was never able to deliver my goods acccording to schedule under the old plan. Something always happened to overturn the routine and throw the schedule out of commission. In short, my customers received their goods irregularly.

"Under the old plan my delivery expenses from March 1st to June 21st were $1,400, or an average of $14.57 a day. Since the organization of the company, from June 21st to December 20th, under the new system, my delivery expense has been $1,180, or a daily average of $5.51. Of course the delivery company is losing something like $300 a month at the present time; but my share of the deficit, if I ever have to pay it, will not be anything like what I am saving. In this connection it should be remembered that the delivery company is only learning how to work to an advantage, how to save time and expense, and how to bring in extra income from the outside.

"When the old plan of individual deliveries was in operation our leakage was a very considerable sum every month. For example, a boy would have an accident and break a basketful of eggs. Do you think he would report this? Well, not to speak of! He would simply sneak round after he returned, load up again with the required number of eggs, and deliver them. Nothing of this kind can happen under the check that is kept on merchandise by the delivery company, which is strictly accountable for every item it receives."

One of the little merchants makes this statement:—

"Do I want to go back to the old plan? Honestly, I don't see how I ever got along under it. Then I paid my delivery men $12 a week and maintained a horse and kept a delivery wagon in repair. If you are at all acquainted with horses you know they can almost eat their heads off, especially when worked as hard as almost every delivery horse is made to work. If anybody can keep a delivery horse in good working condition at a feeding expense of less than $300 a year he is doing better than I can. Then there is an additional cost of not less than $30 for shoeing the horse and blacksmith work on the wagon—to

GOLD DUST sales easy to make

Just the time it takes a woman to say "Give me a package of Gold Dust" and you reach for it, is the time consumed in making the sale.

The woman knows Gold Dust—knows how it reduces her daily housework—and has bought it for years.

Check over your supply of Gold Dust. It is the merchant that has a full stock of Gold Dust that makes the most sales.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

Away With Old-Style Counters

Who wants an old-style counter that doesn't earn its salt?—a gathering place of rubbish? Who wants to hide goods away in barrels and boxes where they gather dust and dirt and can't be seen? Away with your old-style counter!

SHERER PURE FOOD COUNTER

puts dollars into your pockets just as surely as if you picked the money off its shiny top.

It stores 30 lines in space now wasted by the old-style counter. It displays each line behind a clean glass window. The "Sherer" saves steps and time—increases sales by putting the goods *where they can be seen*. Eliminates waste by keeping out dirt and dust and flies and mice and "samplers"—which means *real money saved.*

40,000 Grocers Say:

"Get the Sherer Counter" by using it themselves. *40,000 grocers can't be fooled!* They Shererized their stores and are pleased with the results. Find out about it. Get our free booklet J. It shows how you are losing money—and how you can pay us as the "Sherer" pays you. Write to-day.

SHERER-GILLETT CO.
1707 S. Clark St., Chicago

say nothing of interest and insurance on an investment of at least $350. In other words, the wages of my delivery man, the feeding of the horse and the blacksmithing bill amounted to about $900 a year.

"My delivery expense under the new plan never exceeds $5 a week and does not average more than $4. At $4 a week it would amount to $208 a year. The difference between $950 and $208 is $742. This sum on the right side of the ledger, in a little, single-barreled business like this, is a whole lot of money—and it looks mighty good to me! Talk about the high cost of delivery! I realize now that this was the thing that was pushing me hard and keeping me poor. When the new company began operation on the 21st of last June, and I said good-by to old Billy, I felt rather bad to see the horse go; but now I realize that it was one of the greatest things that ever happened to this little store. It has done more than any other one thing to put me squarely on my feet."

A little idea of the efficiency of the service under the present conditions—which is working with fifteen fewer men and boys, eighteen fewer draft animals and twenty fewer wagons—may be had from the record of the day preceding Christmas, on which the system delivered 3,000 separate orders. Eighteen hundred is an average day's delivery.

Sugar Tariff Will Continue.

Without a record vote the Senate passed the free sugar repeal bill on Tuesday. It now goes to conference. An amendment offered by Senator Works proposing a duty on lemons was defeated by a vote of 29 to 44, La Follette voting with the Democrats and Phelan, of California, voting with the Republicans. The bill retains the tariff on sugar, which the last tariff bill was to remove on May 1st next.

The New York Letter

Extract Manufacturers Warn Against Pending Prohibition Bill. Lawyer's Reasons for Opposing Stevens Bill. Well-known Jobber a Suicide. National Coffee Roasters' Association Getting Advertising Campaign Under Way. Well-known Canned Goods Packer Says Packing Business Never So Good. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, April 14, 1916.

The trade was greatly shocked during the week to learn that W. B. A. Jurgens, head of the W. B. A. Jurgens Co., wholesale grocers of Brooklyn, had committed suicide at his home. No reason has as yet been assigned for the act. He had not been feeling quite himself for some days, but the indisposition appeared not to be serious, and there is no reason to believe that the condition of his business was not everything that could be desired.

* * *

The National Coffee Roasters' Association has issued a special call for a one day meeting at the La Salle Hotel, Chicago, for Thursday, May 4th, next, for the purpose of taking action on the report of the Joint Trade Committee on the National Coffee Campaign. At this meeting the committee will present its plans for the campaign, and the matter will be generally discussed. It is reported that N. W. Ayer & Sons, Philadelphia advertising agents, will handle the expenditure of the funds and that in all about $150,000 will be spent. A representative of the agency will be present at the above meeting. All of the funds have not yet been raised, but a considerable percentage has been.

The National Trade Association of this city is circulating extracts from an opinion on the Stevens bill furnished them by H. H. Byrne, a lawyer of Washington, D. C. It will be remembered that the Stevens bill would permit manufacturers of trade-marked products to fix the wholesale and retail selling prices. The extracts from his opinion follow:—

> It is unconstitutional because it seeks to regulate commerce after it (commerce) ceases to be interstate.
>
> It is an unwarranted reaching over and into controlling of purely local affairs of the State.
>
> The bill proposes to establish proprietary rights in subject matter that are neither in the nature of patent or trade-mark and for which no warrant is found in the Constitution.
>
> It seeks to create Federal power in machinery dealing with subject matter that is purely a matter of contract between private parties, for the enforcement of which ample legal machinery already exists. And it further seeks to make innocent sub-purchasers responsible for violations of contract, knowledge of which they have no means of acquiring.
>
> The Stevens Bill, if enacted into law, would in effect substitute a law of perpetual control for the most important economic law now involved in trade, namely, the control of prices by the law of supply and demand. It attempts to destroy the possibility of conveying absolute title to commodities.
>
> It would tend to create a new principle of law which, if given a foothold, would soon be expanded to the control of other incidents to the barter and sale of goods and would enable the original manufacturers to virtually dictate any and all conditions, however remote lated, under which the goods be sold. This would enabl vendor of one commodity to up a monopoly in another con ity which has been expressly demned by the United State preme Court.
>
> Such a law as the Steven proposes would only benefi few and put the burden o masses. It would in effect bu another tentacle to the octop centralized power, which is strangling the rights of the and individuals in contraventi the basic principles upon whic nation was originally based.

* * *

The firm of B. Altman & well known department store of this city, have written the can Fair Trade League a amending the recent amendn the Stevens bill, allowing a r to cut the prices of unsalabl chandise, provided he canno sell it back to the manufactu cost price.

* * *

In a visit to this city duri week, Joseph Durney, presid the Griffith-Durney Co. c goods packers of California, that the canned goods industi not for years been in such fin dition as it is now. He cite case of Maine corn which wa offered for future delivery in J ary and was sold out in two Also the case of California a gus which was sold out in a The entire pack of tuna fish ha been placed with some proba Mr. Durney says, that the won't be enough to supply th mand. Mr. Durney also said year ago packers on the Coast carrying about a million and cases of canned fruits, in ad to which dealers were also car heavy stocks. To-day the Co cleaned up and jobbers' stock very low. According to Mr. ney, prices on canned fruits

Save where others lose

THE weak point of most store refrigerators is the ***door***. Cold air leaks out. Warm air leaks in. Your ice and money melt away.

Now the door is just where ***Howe*** Refrigerators are ***strong***. We ***guarantee*** that they will save 20 per cent. of your ice bill.

Write to-day and let us show you ***Howe***.

HOWE SCALE COMPANY, 508 Market St., Philadelphia

y be higher this year than re last year, as almost everyhat enters into packing has d. Cans are up 3 cents a and the advance on sugar equivalent to 3½ cents a n extra standards. The ext of packing, including every equivalent to 10 cents per

* * *

Utica Retail Grocers' Assohas proposed an amendment New York State Food Law, s stirring up the trade conly. The amendment would the duty of the Food Comer, whenever the facts warit, to publish a notice that food products sold in the were adulterated, and giving lterating ingredients. Folthis the manufacturer or aler of such products must the purchaser at the time of at the goods are adulterated, ing it forth in the invoice. ause which it is proposed to the food law is as follows:

manufacturer or wholesale r of food products shall inthe purchaser at the time of by stating in the invoice the and character of the adulterant, if any, in the product sold under such invoice. When the container of such product has been properly marked and the statement has been made in the invoice, as herein provided, the manufacturer or wholesale vendor of such product so sold shall be absolved of all liability in case such products are thereafter sold in violation of law.

* * *

Messrs. McCormick & Co., of Baltimore, Md., have sent the New York trade the following letter:—

We call your attention to New York House Bill No. 1,504, by Mr. Fullagar.

This is a prohibition bill, and as it is now drawn is broad enough to prevent the sale of flavoring extracts, perfumes and toilet preparations.

Section 1 should be amended by adding to the end thereof the following:—

> Provided that nothing contained in this act shall be held to apply to the manufacture or sale of flavoring extracts, toilet and medicinal preparations and other preparations not manufactured or sold for beverage purposes.

Prompt action is necessary. Wire or write your Senator and Legislator at once, demanding that this bill be amended as suggested.

These prohibition bills when offered have in every instance been amended in accordance with this suggestion.

We have just had a bill passed by the Maryland Legislature curing the same kind of a defect in the prohibition bill offered and passed in the early part of this legislative session.

Make your wishes known in no uncertain terms to your Representatives and they will respond.

Summarized Market Conditions.

Tea quiet. Ceylon Indias firmer, by reason of the loss of the Clan Campbell cargo. Demand moderate.—Coffee practically unchanged, perhaps with a little better feeling in Rio and Santos. Rio 7s scarce and firm. Brazil developed a firmer tone earlier in the week, but this eased off later.—Sugar advanced. Raws quoted up to 6.08; refined 7.15 to 7.25. All canned goods unchanged. Tomatoes a trifle stronger.—Prunes firmer by reason of an expected short crop; demand fair. All other dried fruits quiet and unchanged. Some holders are asking a shade more for apricots and peaches, but it is still possible to buy at former prices.—Wheat somewhat weaker for the week.—Flour unchanged and in light demand.

Federal Trade Commission Discusses Syrup Case.

It is indicated in a conference ruling just published by the Federal Trade Commission, that refusal of a manufacturer to sell to a retailer because that retailer may cut the retail price on the article might be construed as an unfair trade practice. A complaint such as this, involving the sale of syrup, was brought to the attention of the Commission, but inasmuch as an anti-trust suit has been made of it by the Department of Justice, the Commission refuses to take any action. The conference ruling published by the Commission is as follows:—

> On application for the issuance of a complaint, it appeared that a corporation engaged in interstate commerce in the manufacture and sale of syrups, refused to sell its products to a wholesale grocer in another State, because this grocer advertised and sold these products at prices lower than those made by other jobbers, which conduct was unsatisfactory to the manufacturing company. After the commission had instituted an investigation, but before its completion, the complaining party notified the Commission that the matter had been amicably adjusted to its entire satisfaction, and that it desired that the application should be dismissed. It also appeared that there is pending a suit filed by the Government against the manufacturing corporation, brought under the Sherman Anti-Trust Act.
>
> Held, that under all the circumstances, the matter having been thus satisfactorily adjusted as between the parties and the Government having brought suit under the Sherman Act, it does not appear to the Commission that a complaint should be issued.

If the manufacturer of an unknown brand falsifies about the quality of his brand, he does it to a mere handful of people.

If the manufacturer of a nationally advertised brand falsifies, he does it to one hundred million people.

Which has the greatest incentive to hold his goods up to the represented standard?

THE ABOVE IS THE ADVERTISEMENT OF

harles B. Knox Company, "Knox Gelatine"
arwell & Rhines, "Criss Cross Cereals"
. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

WITH THE EDITOR

The Stevens Bill and Mail Order Competition.

I want to discuss, from the small retailer's standpoint, another phase of the proposed Stevens bill which has not up to now received much attention. It is the effect which the bill would have upon mail-order competition.

Any reader of this paper knows that the Stevens bill will give to manufacturers of trade-marked goods the right to compel jobbers to sell to retailers at a certain price, and the right to compel retailers to sell to consumers at a certain price. The backers of the bill are a number of manufacturers organized under the name of the American Fair Trade League, and they claim that the bill would destroy cutters and thus be a boon to every retailer who is not a cutter and does not wish to be one. The bill has been very widely and exhaustively debated and its advantages and its disadvantages are pretty well known.

But the mail-order phase of it has not received much attention. If the bill passes and is upheld by the courts, it will compel Sears, Roebuck & Co. to sell Kellogg's Toasted Corn Flakes at 10 cents and will thus cut one of that concern's claws. Other retailers will also be compelled to sell Kellogg's at 10 cents, and therefore there will be no room for the cutter or the mail-order house on Kellogg's Toasted Corn Flakes.

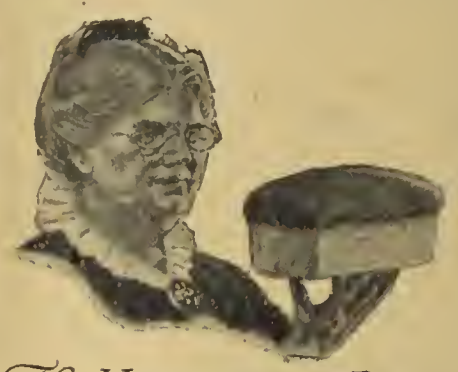
But there will be more room for private brands than there has ever been before. Sears, Roebuck & Co. at once say to their customers: "We have stopped selling Kellogg's Toasted Corn Flakes because the manufacturer, under the Stevens act, compels us to sell it at an exorbitant price. We have a better article, under our own brand, at 8 cents." The policy of the mail-order houses, and the cutters, will undoubtedly be to fight fixed price package goods with their own brands on which no outsider can fix the price. Will such a fight have any effect? It seems to me that it will. The small dealer will be more out of the running than he is now. He cannot compete, as he can now if he has to, by selling Kellogg's at the mail-order price, nor can he compete by matching his own private brand against the mail-order or the cutter's private brand, because he is not in shape to have his own private brand. He is somewhat put to it now to meet mail-order and chain-store competition, but what he would do if he had to sell every trade-marked brand at a fixed price, without private brands of his own, I cannot see. Of course he will sell some trade-marked goods at the full price; there is no doubt about that, but he is bound to feel, more and more strongly, the competition of the mail-order and chain-store private brands, without any particular weapon to fight back with.

My prediction is that if this bill passes, the retail trade will very shortly come to look on it as the biggest nuisance ever fastened on them.

Selling Flour for Home Bread Baking.

Readers hereof who are also magazine readers have seen appearing lately in several women's magazines, the advertisement which is reproduced herewith. Doubtless they have wondered whose it was and what it was. The advertisement is paid for by the flour millers and is expected to increase the practice of buying flour and making one's own bread. Will it do it? I think not. Millions of women all over the United States have stopped baking their own bread. They are glad to be free from the work involved and from the uncertain results that seem to attend the efforts of most amateur bread makers. Instead of baking their own bread, they buy bakers' bread. Will this advertisement send them back to the old method? No, there isn't a thing in it that would make it worth a housewife's while to go back and make her own bread. No use talking to her about what fine bread she could bake: she knows all about her own bread. Nor does this advertisement answer the unspoken question: Why isn't baker's bread just as good and wholesome as mine?

What can send the housewife back? I don't believe anything can, in most cases. Modern bakers now produce bread that is the equal of the best home-baked bread and the great superior of much of it, and that frequently cannot be told from the home-baked bread. You can't send her back by talking about quality, for the facts are against you. You can send her back if you can prove to her that it is less work to



The Housewife's Pride

THE housewife who serves pure, home-baked bread makes the home meal a delight and a pleasure to all. She shows true motherly pride by giving to her family the most wholesome and strengthening of foods.

And she displays perfect judgment, because home-made bread is not only the most nourishing, but is the most economical of foods.

Made from white flour, bread is highly digestible, and is turned into brain and brawn with the least tax on the digestive organs. The wise housewife bakes her own bread in large quantities, and smiles of pleasure and strong, healthy bodies proclaim her wisdom.

If you think baking bread requires more extra work than it is worth, just try it once. You'll be surprised at the ease with which you can bake bread along with your other cooking. Here's the blastet recipe that will make your table a real thing to be proud of:

GOOD HOME-MADE BREAD

3½ quarts flour; 1 tablespoonful salt; 2 tablespoonfuls sugar; 2 cakes compressed yeast; 3½ cupfuls lukewarm water.

Warm bowls and flour to save time. Sieve flour and salt into bowls. Cream yeast and sugar together until liquid. Add tepid water. Make a well in the flour and stir in yeast and water, also a little flour from sides, leaving a wall of it round the yeast. Cover and put in warm place until surface of yeast is thickly covered with bubbles. Then knead all the flour into the sponge, using the hand. Add more tepid water if dough is too stiff. Put back into bowls, cover and put in warm place to rise. Knead quickly and lightly together. Bake in hot oven (360°) for one hour. Where measures, then let heat gradually decrease. Time will depend on size of loaves.

make her own bread than it is to go to the store and buy it ready-made.

This is getting more and more to be a labor-saving age, and the flour millers are therefore traveling in the direction of the *most* resistance.

The Enormous Waste of Delivery Service.

All over the land retail grocers who are facing some particularly hard competition are searching through their businesses to find some way of reducing expenses. It is probable that nine out of ten of them could do it by curtailing or even abandoning their delivery department. The fact that chain and economy stores have induced their customers to take away their goods, *after paying cash for them,* proves that free delivery is not an indispensable adjunct of a retail store.

The average retailer is paying far too much for his delivery service. Even though he does a small business, he often considers it necessary to maintain a team, and often a driver. The drain of this on a small business is tremendous. If it were abandoned, many businesses would at once lea loss column and take their in the profit column—if they hold the business, which ought to be able to do if stores can do it.

Plenty of retailers who are taining a delivery team cou everything they needed to d a pushcart. Plenty more ne deliver at all—all they need is to make it worth their cu ers' while to forego the free ery. The chain stores do tha so can anybody.

Thousands of other re could solve the delivery pr forever by initiating a campa their towns for co-operative ery. An excellent article o Indiana co-operative delivery tem appears elsewhere. A number of retailers in all lines ticularly in country towns, a day waiting and hoping for one of their number to start s campaign, but they lack the e to start it themselves. In th diana case one retailer whos livery service was costing nearly a thousand dollars a gave his customers all the s they needed, through co-ope delivery, for $208. Nothing el the whole realm of merchand offers such a chance of savin day.

Some Useful Ideas, Br Stated, on Booming Busin

Pennsylvania Subscriber, Seven From a City in a Small Town, How Business Can Be Attra Six General Ways Which Worked for Others.

Warriorsmark, Pa., April 7, 1

To the Editor.

Dear Sir:—What would you c sider the best method to stimu old business and draw new trad a small town seven miles from city? How could I best adverti

Thanking you for any sug tions you may offer me, I am,

Yours truly,

F. K. MATTERN

Generally speaking, here are usual methods of stimulating tr

1—Advertising. If you h good local papers, you could ad tise in those, but the best way believe to be by a store paper

inted circulars of your own, ly distributed among a l list.

requently changed window s, taking care to give every all the punch you can.

remium plans. There are ood ones and some bad ones. it doubt premiums have an for all classes of consumers, should not hesitate to adopt ood plan if the business were l of a tonic.

tore demonstrations. If re advertised, they will bring in to the store without a As far as possible the dem- ions should be of something uch as a new breakfast food ew dessert. Novelty is the element in demonstration.

Weekly specials, featured and up in every possible way, in ising, in the store window every other practical way. re a great believer in the y of such things to stir a store. good pail for cost or a few ess, or a broom, or some other Even if you sell several ed, you will find that the total as been inconsiderable, yet the ising enormous.

Bargain counters or a 5-and- t department have been found good to get up interest in a business. All such things l be advertised as largely as nstances will allow. If there 5-and-10-cent store in your now, you could open such a tment that ought to be suc- l from the start.

ese, in a nutshell, are good of booming business. There other side to the thing, and is, why is the business not al- as good as it might be? Per- it may be through some fault e way it is conducted. If there ything like that in the case, of e it should be removed before ew plans are started.

ns Bill May Be Reached in Few Weeks.

House Committee on Interstate oreign Commerce has classified all cts now before it and has arranged into seven groups. The Stevens- rst standard price bill (the Stevens is in the fourth group and should, fore, be reached for hearings and deration within a month or six s. The Stevens Bill gives manu- rers of trade-marked goods the to fix the wholesale and retail g price.

First Quarter's Failures Greatly Fall Off.

Remarkable Comparison Between Them and Those for Same Period of 1915. Drop About One-fourth. All Sections of Country Shows Reductions.

The Dun report of mercantile failures for the first quarter of 1916 is at hand, and shows a marked falling off in failures as compared with the first quarter of 1915. The figures are: for 1915, 7,216; for 1916, 5,387. In every section of the country the 1916 failures were much fewer than those of the same period of 1915.

The figures showing the record of every State are as follows:—

States.	Total 1916 No.	Total 1916 Liabilities.	Total 1915 No.	Total 1915 Liabilities.
NEW ENGLAND.				
Maine	65	$359,198	88	$368,903
New Hampshire	20	115,848	11	105,468
Vermont	11	52,874	22	328,486
Massachusetts	268	2,741,101	298	4,059,510
Connecticut	77	623,673	130	975,073
Rhode Island	49	227,325	49	591,397
Total	490	$4,120,019	598	$6,428,837
1915	598	6,428,837	.....	.....
MIDDLE ATLANTIC.				
New York	836	$14,380,007	1,195	$19,729,568
New Jersey	132	2,939,139	142	2,486,802
Pennsylvania	371	3,792,435	454	6,354,996
Total	1,339	$21,111,581	1,789	$28,571,366
1915	1.789	28,571,366	.....	.....
SO. ATLANTIC.				
Maryland	92	$566,918	90	$1,269,159
Delaware	9	78,502	7	14,740
Dist. Columbia	14	87,887	17	212,910
Virginia	135	767,803	152	830,477
West Virginia	42	645,770	74	483,522
North Carolina	95	984,597	124	944,723
South Carolina	60	800,966	136	1,684,990
Georgia	135	980,085	283	3,133,705
Florida	96	830,616	158	3,462,135
Total	678	$5,743,144	1,041	$12,036,361
1915	1,041	12,036,361	.....	.....
SO. CENTRAL.				
Kentucky	96	$485,308	131	$1,603,545
Tennessee	98	434,667	188	1,593,379
Alabama	116	2,101,027	191	2,042,034
Mississippi	82	1,232 386	145	1,134,663
Arkansas	60	526,575	133	1,574,537
Oklahoma	102	734,538	167	1,651,477
Louisiana	96	1 610,019	89	1,063,920
Texas	205	2,332,389	365	4,436,570
Total	855	$9,456,909	1,469	$15,110,125
1915	1,469	15,110,125	.....	.....
CENTRAL EAST.				
Ohio	249	$1,903,288	235	$3,178,195
Indiana	152	2,359,014	155	18,250,948
Illinois	322	3,162,795	465	7,462,720
Michigan	102	714,712	117	1,104,307
Wisconsin	69	1,398,120	106	1,654,674
Total	894	$9,537,929	1,078	$31,650,844
1915	1,078	31,650,844	.....	.....
CENTRAL WEST.				
Minnesota	98	$1,207,441	106	$1,150,242
Iowa	96	679,315	84	719,638
Missouri	164	1,251,719	201	1,565,888
North Dakota	16	157,281	24	236,286
South Dakota	15	256,800	20	216,202
Nebraska	43	401,951	57	813,282
Kansas	47	210,855	59	448,271
Total	479	$4,165,362	551	$5,149,810
1915	551	5,149,810	.....	.....
WESTERN.				
Montana	24	$212,835	18	$162,697
Idaho	21	89,064	26	152,236
Wyoming	5	22,713	4	37,064
Colorado	33	660,489	28	345,954
New Mexico	9	77,003	8	63,787
Arizona	4	26,680	9	131,106
Utah	24	259,080	34	153,953
Nevada	4	32,285	8	34,275
Total	124	$1,380,149	135	$1,081,072
1915	135	1,081,072	.....	.....
PACIFIC.				
Washington	113	$1,484,916	171	$1,893 183
Oregon	100	2,048,404	125	1 051,149
California	315	2,444,333	319	2,740,583
Total	528	$5,977,653	615	$5,684,920
1915	615	5,684,920	.....	.....
UNITED STATES.				
Total	5,387	$61,492,746	7,216	$105,703,335
1915	7,216	105,703,335	.....	.....

The Quality Index

A STORE that sells high-grade merchandise fairly radiates an atmosphere of quality.

The real quality index is the confidence of the customers of the store. That confidence is born of the effort of the owner himself—an effort and intent to sell only goods that will give entire satisfaction to *every customer every time.*

The grocer who sells the products of National Biscuit Company secures for his store the buyer's confidence in his goods that could be had in no other way.

NATIONAL BISCUIT COMPANY

Condensed Milk Freight Rate Reduced.

A reduction of about 20 per cent. in the freight rate of condensed and evaporated milk will be made as a result of the decision of the Interstate Commerce Comission, which has reduced the classification of this line of goods and placed it on the same basis as other canned goods. The reduction applies to territory east of Buffalo and Pittsburgh and north of the Potomac River. Dealers in the section named were informed of the Commission's decision to-day. The action of the Commission is due to an agitation for better rates begun by Hires Condensed Milk Co., of Philadelphia.

They'll All Thank You

¶ Sell **Chase-O** and every woman who gets it will thank you after her first wash day. **Chase-O** is a laundry crystal that practically does the wash itself. Merely boil the clothes with soap and **Chase-O,** and the work is done. If you don't believe this, try it first yourself.

¶ Retails at 5 cents and never stops selling after it begins.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, displa cartons, cuts for circulars and new paper advertising, in the interest Snow Boy Washing Powder, Lau Naphtha Soap, Lautz Marseilles Soa and Big Master Soap.

Freihofer Baking Co., Philade phia. Furnishes window display cut-outs thirty-four inches high fo advertising Egg Macaroni; also re ipe books, shelf slips and general ad vertising matter.

P. C. Tomson Co., Philadelphi Furnishes window and store displa matter, cut-outs, signs, advertisin booklets, in the interest of Red Sea Lye.

Swift & Co., Chicago, Ill. Fur nish large dummy cartons, hanger and cut-outs for window display electrotypes for circular and news paper advertisements, free colore lantern slides, with dealers' names o them, in the interest of Wool Soa Wool Soap Chips (boraxated) Pride Soap, Arrow Borax Soa Swift's Pride Washing Soap, Swift Pride Cleanser. This firm will als send free 64-page retail dealers' ad vertising reference book, containin valuable information, showing speci mens of type faces, telling how t lay out ads., correct proofs and illus trating the many electrotypes whic firm sends as above.

Curtice Bros. Co., Rochester N. Y. Furnishes recipe booklets shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 14.)

The Grocery Markets

Tea.

tea market shows no change week, except an advance in Indias of about 1½ cents other side and 1 cent on this The main reason is the de- n of a large cargo of Ceylon ea mostly intended for this . Other grades of tea show nge for the week; demand y active and the general sit- is healthy and steady to firm.

Coffee.

re is a slight advance reported grades of Rio and Santos Rio 7s are extremely scarce m. The cause of the advance s to be strong conditions azil. The price there is ely higher than the price here. in the week, however, this weakened somewhat. Mild s are steady to firm and nged for the week. Demand Java and Mocha unchanged uiet.

Sugar.

sugar market continues to Raws have gotten above 6 and refiners are asking 7.15 to or granulated. Some of the rs are out of the market and to quote. There is nothing about the cause which has not ly been said. There appears no likelihood of decline in for some time. Demand is

Syrup and Molasses.

cose has advanced 10 points count of the movement of the market. Compound syrup d advance also if its season not practically done. Sugar and molasses unchanged and

Fish.

ie situation as to mackerel is ely unchanged. There are tically no small sizes of Nor- about. Prices are very high the situation tight. Cod is prac- ly over its season and very e. Domestic sardines are un- ged and very firm. Imported ines scarce and high.

Canned Goods.

here is no change to report in line of canned goods, either tern or Western. Tomatoes, corn and peas, both spot and future, are exactly where they were a week ago, with a quiet demand. Apples quiet and weak. California canned goods show no change and in moderate demand. Small Eastern staple canned goods unchanged for the week and in fair request.

Butter.

The butter market is firm with prices unchanged. The make is very light and the consumptive demand is absorbing everything on arrival. Storage goods are exhausted and the trade are being entirely supplied with fresh butter. There will be a continued scarcity until new butter begins to arrive in two or three weeks.

Eggs.

The egg market is steady and prices unchanged. The consumptive demand is moderate but the demand for storage eggs is large, as the quality is the best of the season. Receipts are normal and no important changes in sight as the market is steady on account of the storage demand.

Cheese.

The cheese market is dull; prices unchanged, with a light consumptive demand. Stocks are reported light, but owing to the high prices the consumptive demand is curtailed. Little change will occur until new goods arrive about June 1st.

Provisions.

The demand for all smoked meats is moderate, and the stocks are about normal for the season. No change has occurred during the week in price. Pure and compound lard are firm at unchanged prices, but if there is any change there will probably be a slight advance. Dried beef, barreled pork and canned meats are all unchanged and quiet.

Dried Fruits.

A scare about the coming crop of prunes has pushed the market up ¾ of a cent on spot prunes, and about 1 cent on future prunes. Stock now of the large sizes. Other sizes have advanced in proportion. Something like this was needed for prunes have been rather unsettled for some time. Peaches and apricots are unchanged and quiet, as are

Burksbock

NOW ON SALE

Every Thursday, Friday and Saturday during the season

DIRECTIONS

Cut links apart. Cut the casing lengthwise on two sides with the point of a sharp knife. Remove the casing by pulling it from end to end, by which method the meat will not adhere.

Brown a piece of butter in a pan, then fry BURKSBOCK long enough to heat it through, meanwhile gently shaking the pan. Serve hot.

When ordering your Easter Hams and Bacon remember that BURK'S are well trimmed, mild cured and from superior quality hogs

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

raisins, currants and the balance of the line.

Beans and Peas.

Pea beans and marrows are exactly where they were a week ago. Demand fair. California limas show no change and in light request. Green and Scotch peas are still very scarce, as they will be for some months, and perhaps a shade higher than a week ago.

INDIVIDUAL MARKET REPORTS.

Wheat.

The Government report issued during the week gives the condition of winter wheat on April 1st as 78.3 per cent., which compares with 88.8 per cent. a year ago. This indicates a crop of 495,000,000 bushels, as against 655,000,000 bushels last year and 685,000,000 two years ago. It is the lowest condition reported since 1904, when the condition on April 1st was 76.5 per cent. There is a striking parallel between the crop of 1904 and the present one. The weather conditions over the winter were almost identical with the past winter, and resulted in nearly 5,000,000 acres (15.4 per cent.) being abandoned. The loss in condition from December 1st to April 1st being 11.1 per cent.

Since the 1916 crop was seeded conditions have been very unfavorable and a loss in condition from December 1st to April 1st is 9.4 per cent. Just how much of the area will be abandoned remains to be seen. Undoubtedly a very large percentage of the 37,256,000 acres seeded last year will never be harvested.

From present indications it would seem that 495,000,000 is the maximum that can be expected, provided there is no further deterioration before harvest. The market effect of the report has been offset by the announcement to-day of the huge shipments this week from Argentina and Australia, being nearly 6,000,000 bushels, or 2,000,000 more than last week. With the prospect of short crops here and abroad, and the war continuing until next winter, there is no reason for the American farmer to be worried over the surplus wheat in his bins, nor do we think he will be disposed to market it freely.

We feel confident that the carry-over to the new crop will be very large and that there will be no pressure on the market by reason of excess farm deliveries. Our visible supply should begin to decrease more rapidly. It is now only 18,000,000 more than a year ago, which is not excessive when we consider the crop was 120,000,000 bushels larger.

We believe that the whole future of wheat will depend mainly upon weather in Canada and our own Northwest during the next sixty days. With bright, warm weather during April and May, spring wheat farmers may have the opportunity to overcome the unfavorable start last fall.

We feel very friendly to wheat and believe that declines will prove only temporary unless there should be a sharp decrease in our exports.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Imported Fish Specialties.

There has been no change in the market situation of either salted herrings or mackerel Both continue to sell in a hand-to-mouth way.

Owing to the high prices prevailing for imported sardines there has been quite a curtailment in the demand, probably for the reason that there were still some small lots here and there which were imported before the scarcity of these goods and which were offered at prices below to-day's import cost, but all these lots seem to have gradually gone into consumption and the demand for imported sardines seems to be increasing now daily, in spite of the high prices which the importer is obliged to ask for them if he wants to get his own cost. This is rather gratifying, because it does not seem possible that prices for imported sardines will show a decided decline until after the war is well over. This is occasioned not only by the fact that sardines are scarce, but also by the steadily advancing cost of all raw materials which are used in the packing of the imported sardines.

In the case of Norwegian sardines, we have to figure also with a steadily declining rate of exchange, which makes the goods cost more, so there is really very little chance of seeing lower prices for imported sardines in the near future.

STROHMEYER & ARPE CO.
New York.

Rice.

During the past week there has been activity in rice circles. The positive strength of the market is being appreciated, and while some buyers affect indifference, more attention is given to offerings and the temper of the market is being cautiously tested. Holders are firm, as resupply can only be attracted in this direction by a higher range of values. The business throughout the country is steadily improving, and this has caused a better demand from the domestic trade, which is carrying very light stocks.

Advices from the South along the Atlantic coast report no improvement over last week. In face of the fact that all grades, especially Blue Rose, are steadily advancing, the local deal offering goods at less than cost placement. Carolinas are begin move a little more freely, undc due to the advance in Blue Ro

At New Orleans the clean rice shows a further advance in Blu and as stocks in first hands are ingly small, another advance of is predicted. Stocks on hand grades have fooled everyone, as t flow to foreign countries has bee than anticipated.

In the Interior, Southwest Lo Texas and Arkansas, the mill stiffened on all grades, especi Blue Rose, and offers at list usually result in a further a The rough rice market continu strong, top prices being paid offerings of Blue Rose, with asking still higher values, and i as though stocks in first hands cleaned up long before the new

D. TALMAGE'S SON
New York and New Orleans.

Spices.

The market continues fairly with very few changes in prices port during the week. It was e that there would be some let-up mand after the unusual rush dur first three months of this year. freights continue high, shipments certain and the predictions are fc prices over the spring and s months.

Pepper.—Rather quiet in all Prices slightly easier here, thou bles for far-off futures quote very higher prices.

Red Peppers.—Steady and firr in fairly good demand.

Cloves.—Unchanged in price fair demand, which should increa ing the next thirty days.

Mace.—All grades are very and in fair demand.

ESTABLISHED 1808

John R. McFetridge & Sons.

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

to (Allspice).—A little easier, kely to recover and go sharply

gs.—Continue in broad demand, dy in all positions and likely gher.

.—Saigon and China grades ted lower for futures, due to ding. The situation in China, is very much unsettled, and as would point to higher prices rade. Batavias are scarce and be so during the summer.

s.—Only in fair demand at un- prices.

as.—Very firm and strongly Indications point to higher

as.—Are quiet and the better re reported scarce. Prices un-

McCormick & Co.

ore, Md.

---

lian Imported Olive Oil.

any misleading statements in o an embargo upon the export oil from Italy have lately been l, undoubtedly for advertising , that we feel it our duty to letter to all those who are in- in Italian olive oil. It is a fact ore any olive oil may be ex- rom Italy the exporter must ap- he Italian Government for a of shipment, stating quantity, on, name of consignees and full rs in regard to the transaction, ie purchaser or consignee is lo- the United States of America, is reputation is such as will the utmost confidence in his in- the Italian Government grants it to ship.

ents made in letters sent for on to various newspapers to the at no olive oil is being received ly, are easily disproved by the s of arriving steamers, showing tities of olive oil arriving from Statements made to the effect eat deal of the oil sold is mas- g under the name of "Italian l," must be taken with a grain It is possible and likely that scrupulous handlers will adul- live oil with cottonseed, corn also refined petroleum, but the ge of this oil which escapes the eyes of the inspectors of the od Department is so infinitesi- all and the percentage of deal- ling such mixtures caught and l is so large, that the public in may rest assured that a can sold by a reputable concern led pure olive oil, really does nothing else but strictly pure . No concern of good stand- l no firm owning established rks for olive oil would ever f selling to their trade and the thing but pure olive oil under ic.

poorer classes consume very antities of blended oil for salads nary purposes, but in each and stance such blended oils sold utable concern state plainly and on the label of the can or hat this oil is made of.

oil, which for a long time has ner steady and firm, is now be- to advance. Tinplate has ad- very materially, wooden cases ler, nails, solder, etc., have ad- labor is getting scarcer every d freight rates are advancing y.

of the men who used to be en- the packing of olive oil, in the phing of tins, etc., are fighting ront. Besides, the fine qualities ed pure olive oil are getting rce and hard to obtain, and this dily account for the advancing y of olive oil. Besides, the de- ere in the United States seems etting larger every day and the re naturally increasing, as can readily be seen from the import statistics.

Strohmeyer & Arpe Co.

New York.

Sugar.

The sugar market rules strong after the advance of yesterday, all refiners quoting basis fine granulated 7.15 cents, with the exception of Pennsylvania, Federal and Warner, who are firm basis 7.25 cents, Pennsylvania having advanced their price to this basis to-day after being withdrawn from the market for several days. Withdrawals against contracts are good and will grow heavier as the season advances. Refiners can ship fairly prompt at present, but as the withdrawal demand continues to grow, shipments are likely to be delayed, and we cannot too strongly urge the trade to order well ahead of their immediate requirements.

The raw sugar market rules very strong to-day, with holders generally advancing their views to equal 6.14 cents. Sale to-day 25,000 bags Cubas for prompt shipment at equal 6.02 cents to the American; also 23,000 bags Cubas for May shipment at equal centrifugals 96 test at 5 1-16 C. & F. equal 6.08 cents, duty paid to operator. It is reported that European countries have recently purchased from 80,000 to 100,000 tons Cubas, and American and Canadian refined. The exchange market rules higher again to-day. Closing bids as follows: April, 5.04 cents; May, June, July, 5.08 cents; August, 5.10 cents; September, 5.09 cents.

J. H. Huston Co.

Philadelphia, Pa.

The Dry Goods Business.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows a handsome increase over the corresponding period of a year ago.

Road sales for both immediate and future delivery continue to run well ahead of last year.

Merchants have been in the market in much larger numbers and report a good current business on all lines.

Collections are normal.

Prices are firm.

Dayton Moneyweight Scales

S. M. TEMPLETON

1313 Arch Street, Philadelphia, Pa.

District Sales Manager

ELTON J. BUCKLEY

Editor "Modern Merchant and Grocery World"

Attorney and Counselor at Law

643-648 Land Title Building

Philadelphia, Pa.

Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

A HOUSEHOLD NAME

Your customers know the good uses of

MAPLEINE

ORDER FROM

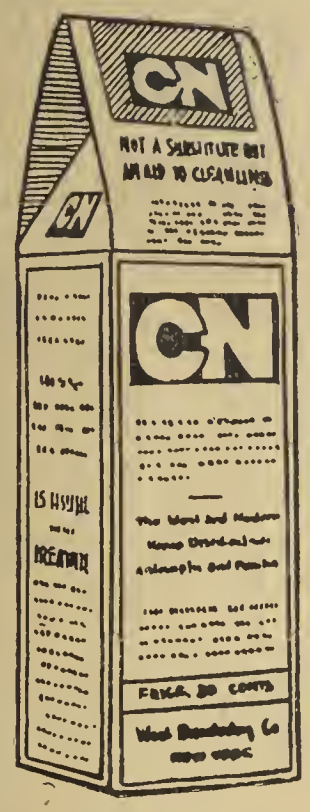
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburgh, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

"Preparedness"



Be prepared for the increased demand for

CN

The cleansing disinfectant that our campaign of 1916 is bound to produce for the grocer.

CN, the combined cleanser, disinfectant and deodorant for household use is a sure seller.

Link your store with our campaign by placing one of our new attractive window displays.

Your jobbers will supply your need promptly.

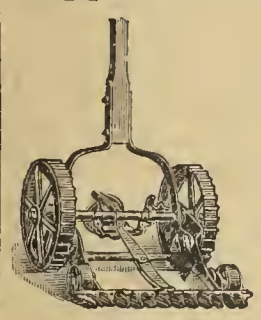
"Have it on hand to meet the demand"

West Disinfecting Company

HOME OFFICE

12 East 42d Street, New York, N. Y.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on the rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, t being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Wants a Hand Printing Press.

Nuremberg, Pa., April 10, 1916.
To the Editor.

Dear Sir:—Can you tell me through your columns where I can get a hand printing press? Do if you can.

Yours truly,
WM. F. SMITH.

Hamilton R. Marsh Co., 210 S. Eleventh street, Philadelphia.

* * *

Meeting Mail Order Competition.

Wachapreague, Va.,
April 13, 1916.

To the Editor.

Dear Sir:—In reply as to how to meet competition on "cut-price articles in catalogue houses," I suggest the following: Get a list of the articles quoted in such issue. Get the very lowest price on same, or similar, in quantities; let several merchants buy together, if necessary, to get a better price, and divide the articles between them. Then meet the catalogue price. If there should be six merchants and six articles let each merchant take one. If he can't buy the cut-price articles from jobbers have his friends order from the catalogue houses.

Hoping to have replies to this and also suggestions as to better ways.

Please advise if you want suggestions of this kind. I have been in the business for thirty years and have studied many points closely.

Yours truly,
A. H. G. MEARS.

We do indeed want every suggestion from subscribers that we can get on this or any other trade subject.

* * *

Waste Paper Buyers, etc.

Micanopy, Fla., April 5, 1916.
To the Editor.

Dear Sir:—Will you please give me the names of one or two firms buying waste paper and second-hand bags.

Thanking you in advance, I remain,

Yours truly,
H. L. ROSENBERGER.

Waste paper buyers—Coll Paper Co., 305 Florist street; J. I. Lenhart, 236 N. Delaware avenue; Charles Goldman, 731 Walnut street, all of Philadelphia.

Second-hand bags—Philadelphia Second-Hand Burlap Bag Co., 328 S. Delaware avenue, Philadelphia.

* * *

Machines for Manufacturing Grape Juice.

Raleigh, N. C., April 10, 1916.
To the Editor.

Dear Sir:—The prohibition law has prevented the making of wine profitable in North Carolina and the owners of vineyards desire to convert their grapes into unfermented grape juice rather than wine. I am writing to ask if you could inform me where machinery for sterilizing by heating and bottling grape juice could be obtained. If the makers of such machinery have any information in regard to the manufacture of grape juice, etc., such information would be greatly appreciated.

Yours very truly,
W. M. ALLEN,
State Food and Oil Chemist.

For sterilizing machinery—S. Twitchell Co., 225 Vine street, Philadelphia.

For bottling machinery—Crown Cork and Seal Co., 1425 Vine street, Philadelphia.

* * *

The United Grocers' Corporation.

Boalsburg, Pa., April 6, 1916.
To the Editor.

Dear Sir:—What do you think of the United Grocers' Corporation of Toledo, Ohio?

Will it be a benefit to the grocers in general to belong to the corporation, and will the stock be a safe investment?

They claim they can save us 15 per cent. on the average on all purchases.

Do you think that statement is correct?

Thank you for an early reply.

Yours truly,
A. J. HAZEL.

We have heard nothing of the plans of the United Grocers' Corporation for several months, and have no knowledge of what progress they are making. If they operate a genuine co-operative buying plan, buying in large quantities and distributing in small lots to their members at a small percentage above cost, we see no reason why the plan should not be of general benefit.

As for the saving of 15 per cent., you can easily prove that or disprove it. Get their prices on half a dozen articles and compare them with what you pay now.

* * *

To Change to the Cash Basis.

Albany, N. Y., April 10, 1916.
To the Editor.

Dear Sir:—Owing to local conditions (A. & P., etc.) on Monday, May 1st, I shall change the business from a credit to a strictly cash business. No delivery.

Wishing to notify my customers to that effect, it seems to me the best way would be to send individual letters.

Will you please give copy or copies of letters that I may glean some information from.

Yours truly,
S.

Here is a suggestion for an introduction to such a letter as could be used for this purpose. It will not be complete until comparative lists of prices are added:—

IMPORTANT NOTICE.

On Monday, May 1, 1916, I shall change this business to a cash business, and shall not be able, after that time, to sell groceries on credit even to my own relatives.

The cash business is the modern business, because it cuts out a lot of expensive waste. I shan't need to keep any books—that saves bookkeeping expense—and I shan't deliver anything—that saves a particularly large slice of expense. With the cash in my hands I can discount all my bills, and that means lower cost and lower selling price.

To show you this is not all talk, look at these two lists. The one header "Before" quotes prices I had to charge while doing a credit business. The other quotes prices on the same goods under the cash system.

Before. After.

* * *

Selling Scheme Jewelry at Auction.

Ceres, Va., April 6, 1916.
To the Editor.

Dear Sir:—Please let me know if I could perhaps make a deal with the N. B. Lobe & Co., and also if you consider them reliable? I want to dispose of the jewelry left on our hands by the National Novelty Import Co.

Also kindly give me name and address of some reliable dealer in old coins. I have quite a lot of old coins.

Thanking you for reply, I am,

Yours very truly,
F. A. CRABTREE.

We advise not dealing with any auction house on this jewelry. You will probably not be satisfied, for our observation is that that is usually the experience most have, particularly those wl small lots.

We know nothing about I Co., the Baltimore auction you name. They have a goc cantile rating. Why don't yc a special sale of the jewelry self? You could probably considerable interest among trade.

Good dealers in old coi John B. Boss, 266 South E street; Henry Chapman, 134 street, S. H. Chapman, Building, all of Philadelphia

* * *

Sweet Potatoes for Planti

Mt. Joy, Pa., April 8,
To the Editor.

Dear Sir:—Kindly let m where I can buy Jersey sw tatoes that are not kiln dried them to raise sprouts.

Yours truly,
H. E. H.

C. Wilkinson's Sons, 13 street, Philadelphia.

Of course we couldn't do the paper any more than w work without our "breakfast check inclosed for $3.—Cha Tubbs, Randolph, N. Y.

THESE MANUFACTURERS GRATUITOUSLY SEND R ERS ADVERTISING AN PLAY MATTER.

(Continued from page 10.)

The O. & W. Thum Co., Rapids, Mich. Furnishes show chandelier cards; also windov —six pieces, on paper, in One show card is sent in eac of 250 sheets. Tanglefoot Fly

The Southern Cotton Oi 24 Broad street, New York. Fu recipe books, cut-outs, window parencies, complete window envelope stuffers, electros, slides showing dealer's nam other dealer-helps. Wesson drift Oil.

Loose-Wiles Biscuit Co., Island City, New York. Fu cut-out displays, store hangers, zine advertisement reproductio boards, sampling lists, and att blank cuts for retailers' adve

Buffalo Specialty Co., 375 I street, Buffalo, N. Y. Furnishe dow trims, newspaper electro ters and circulars for dealers t out to their customers. Veneer.

William J. Moxley, Inc., delphia, Pa., will send to all handling their butterine w trims, cut-outs, empty cartons, ing picture slides, quarter- samples and much other mate use in advertising and exploiti goods.

The Hill Bros. Co., New will supply, advertising Dron Dates and Cocoanut, framed signs, date hanger, yellow paper, empty date cartons, coc hanger and all material necessa window displays.

ROYAL BAKING POWDER

Absolutely Pure

A liberal stock of "ROYAL BAKING POWDER" on the grocer's shelves is as staple as gold. This value lies in the knowledge of consumers everywhere that "Royal Baking Powder is Absolutely Pure."

Fully Guaranteed

It is easy to sell an article which is in constant demand. Royal Baking Powder is known all over the world and will pay you more and surer profit than any other baking powder.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

TO THE TRADE—No. 5

EXPERIENCE: A grocer in New Jersey started a few years ago with a small order of Clicquot Club Ginger Ale. In 1914 his order was for 300 cases; in 1915 it was for 350 cases, and for 1916 his advance order is for 450 cases.

A grocer in a small Massachusetts town started a few years ago with a small order of Clicquot Club. In 1915 he ordered 100 cases, and for 1916 he has ordered 200 cases.

A grocer in Washington, D. C., who ordered 500 cases in 1915, has ordered 1,000 cases for 1916.

These are just a few "samples" out of literally thousands of instances where Clicquot Club business has built itself up through the popularity and quality of the product and the enterprise of the grocer. Any live retailer anywhere can get similar results if he will let his customers know that he carries Clicquot Club. When volume gets up into the hundreds of cases the total profits become something worth praying for.

We shall be glad to give you the names and addresses of the grocers whose experience is quoted above

THE CLICQUOT CLUB COMPANY, Millis, Mass.

ofessional Smellers for Grocery Stores.

If there's a bright young v wanting to make a rep and s me money in a new kind of job, I've got an idea for him that I'll hand over without a cent.

I'd rather do good than eat; honest I would.

The job I mean is professional smeller. It's a classy job and it would pay. After a grocer got over the idea that it was a joke he'd be right in for it.

Here's the idea in a few well chosen words: It ain't good for any grocery store to have a clerk that smells bad. Some clerks do smell bad. Not one grocer out of a dozen seems to notice it when they do. Here comes in the fellow with the trained smeller. He'd come to your store disguised as a salesman, or a customer or a plumber—anything—and he smells around all the clerks. If he finds any of 'em going stale, he reports him and the thing's looked into.

I own up it ain't exactly a job I'd want, but it's honest and there's a great need for it.

When I say not one grocer out of a dozen can find the thing out for himself, that's exactly what I mean. I don't know what ails 'em, but it's a fact that they don't seem to get on to things like that around their own stores. Why you could take a pole cat into some stores and fire him off right in the midst of it, and I'll bet some grocers wouldn't get on to it.

One of my customers told me this on himself last week. He didn't know a blame thing about it till his wife put him on to it.

One of his clerks was named Bob and he'd had him about six or eight months. He was a good sort of chap and he always seemed willing enough, but the boss noticed time and time again that when everybody else in the store was rushed to death, Bob wouldn't seem to have anybody to wait on. That happened time and time again, and he couldn't understand it. He knew it wasn't Bob's fault because there wasn't a lazy bone in his body.

One day his wife said to him:—

"Say, what ails that boy Bob you've got in the store? Why it's terrible! Did you ever smell him?"

No, he hadn't.

"He waited on me to-day and I could hardly stand it. Smells like something dead."

The next chance he got, the boss smelt around himself and he nearly keeled over. Mind you it had been there all the time but he didn't see it until he was told about it. He began to get wise to why Bob never seemed to be busy.

He called him in. Peach of a job, wasn't it?

"Say Bob," he said, "I've noticed a mighty peculiar odor about you, and I believe customers have too. Have you noticed it?"

No, Bob hadn't.

"Well, have you any idea what it is?"

No, he hadn't.

"I don't want you to take offense," said the boss, "but if this is interfering with business I've got to know about it. Do you clean yourself right along?"

Sure, he took a bath every once in a while.

"How often?"

"Why, once a week, like everybody does."

"Well, I want you to take one every day for awhile, Bob, and see what happens."

The poor fellow took it all right but he was fearful cut up. Who wouldn't be? Why the first time I was told that about myself I was awful sore about it.

Well, to make a long story short, Bob washed every day after that and it was all right. He was simply dirty and smelt bad because he was dirty.

"And you never noticed it?" I said to the boss.

"Never did till the wife told me."

"You're a peach," I said. "You'd make a bully bloodhound."

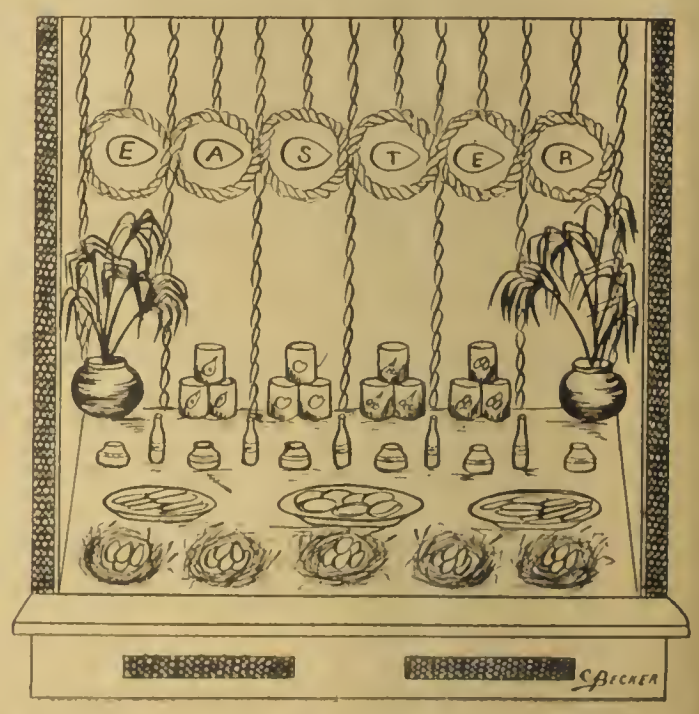
I asked him how many customers he thought that had cost him and of course he didn't know. I'll bet a million dollars it cost him some.

I get into another store where they have a girl cashier that always uses the same kind of perfume, morning, noon and night, and summer. It's stale Come within ten feet of he and you get it right in the Good for business, is it not? it is not. Know what I did I'd picked up a new adve card with that old thing on, Morning, Have You Used Soap?" and while I was waiti the boss one day I handed i her "to look at the cute pict it." She thought it was cu she smelt just the same th time I went in, so it didn across.

Any professional smeller land on her the very first Maybe she can't help it, I know, but I'll take a chan can. If it was my duty to her, I believe I'd know where to go. If she really help it, then she ought to ta other kind of a job. Like fa

THE STROL

Weekly Window Display Suggestion



Easter Display.

The display of sliced ham, tongue, etc., is arranged in the fol manner: First, cover the floor of the window with green crepe paper rectly in front arrange five little straw nests—fill them with colored In back of these, place sliced ham, tongue or sausage on separate pl and in back of this, olives, catsup, tabasco sauce, mustard, etc. In eac corner place a large palm. Now for the background. Get six hoops same size, or they can be of wire, and cover each one with twisted stri green crepe paper. These hoops must just fill the window across at the Tie the hoops together and fasten the end ones to the sides of the wi The others are held in place by a cord from the ceiling attached to hoop. Cover these cords with strips of the crepe paper, and arrange tw strips of crepe paper between the cords from the ceiling to the floor window. Between the twisted strips of green paper place a small pyram choice canned fruits. Cut some pasteboard in the shape of eggs and with white crepe paper. Paste a black letter on each egg and suspen egg in the center of each hoop by means of a fine wire.

nternational Motor Trucks

At Reduced Prices

Better Truck at a Lower Price

Grocers and merchants in all lines are finding this of unusual interest. Increased factory production, made necessary by our nding sales, enables us to offer regular models of International Motor Trucks at prices heretofore unheard of in the motor truck stry—as follows:—

ON MEDAL OF HONOR AT N FRANCISCO XPOSITION

Model M—1000 pounds capacity, water cooled . . . . . $ 710
Model E—1500 pounds capacity, heavy duty motor . . . . . $ 950
Model F—2000 pounds capacity, chassis only $1500

Prices quoted here are cash f. o. b. Akron, Ohio

The basis of International Motor Truck success is VICE. We make it our business both BEFORE and ER a sale to see that our customers get full value for every r spent. That accounts for the record sales which have made ssary the construction, at Akron, Ohio, of the biggest motor c building plant in the world.

Thirteen thousand users of International Motor Trucks testify that they are worth the old prices. At these new low prices, International Motor Trucks are far and away the best bargain in the motor truck market to-day. Write to the address below for full description of these trucks and complete information.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
105 Harvester Building Chicago U S A

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products
The purity of the finished article is of first importance

ns, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

gt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

G. VOGT & SONS, Incorporated
30th and Race Streets, Philadelphia

Window displays

that sell your goods are your silent but *profitable* salesmen—how much more so when they cost you nothing!

Fels-Naptha soap red-and-green cartons with their bright contrasting coloring are probably the handiest, easiest and most attractive decorating devices obtainable.

Fels & Co.
PHILADELPHIA

No. 359.—A Typical Case of Illegal Substitution.

If there is one word that is better known than any other throughout the whole length and breadth of trade, I suppose it is the word "substitution." The retailer, the wholesaler and the manufacturer all sit up and take notice when you mention substitution. Every reader hereof will therefore read the following letter with a keen fellow-feeling; depending somewhat upon his viewpoint:—

Boston, Mass.

Up to the first of the year we had a customer, a wholesale house, which sold a large quantity of our goods and featured them. This house had been our customer for about ten years. We got into a dispute over a part of a certain bill of goods which they wished to return, and early last January they refused to order any more of us and gave notice that they would sell no more of our brands. Since that time they have been substituting other goods for ours whenever ours are ordered. You will understand that they had built up a large trade for our goods in the ten years, and many of their customers specified our brands when they ordered, and others did not specify but took it for granted that they would get ours, because they always had done so. To all of these the jobber in question is shipping a substitute brand without giving the retail trade any notice whatever. Some retailers notice it at once and reject the substitute brand, but it is astonishing how many do nothing. We have lost considerable trade by this practice and we should crave your opinion as to whether we can do anything.

A. R. McH. & Brother.

I would say that nobody had any right to practice such substitution as this. No man has the right to steal the trade of another. If there are two retailers named Brown doing business on the same street, one John Brown and the other James Brown, and a customer comes along intending to buy of James Brown, John Brown, if he knows that, is violating James Brown's legal rights if he waits on that customer. This is the principle that runs throughout all the cases of substitution, which the law usually calls "unfair competition."

What did the wholesaler referred to in the above letter have a legal right to do when he decided not to sell the brands he had been selling? Of course he had a legal right to throw them out, and he had an equal right to notify the trade that he had done so. Perhaps he also had a right to tell the trade that he had thrown them out because he considered the new brand better, but this would be pretty close to the line of illegality if it could be proven that his reason was quite different and that the new brand was in fact not better.

After he had thrown the old brands out he had a right to do everything he could, that was honest and fair, to switch to the substitute brands all the customers who had been buying the old brands. The law would let him go pretty far, too, in an argument that the substitute brands were better. But he has no right whatever to palm off on customers different goods than they ordered, and different goods than they expected to get, without first telling them that he is going to. He is compelled under the law to disclose to customers in the fullest possible way, *at the time of sale,* that what he is giving them is not what they ordered. It is not sufficient to send them a substitute brand and put it up to them *when they receive it* whether they will take it or not. Very often under such circumstances they will have to take it. The fact that they choose to take the substitute brand, knowing it to be a substitute, does not make the transaction legal. It is still unfair competition and can be enjoined. Take a retailer in western Pennsylvania who has ordered a certain brand of something from a New York house. He needs the stock and is waiting for it. When it comes he finds that the jobber has sent him a substitute brand. He will almost certainly keep it, for he has no alternative. The jobber counts on that and takes advantage of it. He cannot do so legally. Almost any court would call that unfair competition and issue an injunction against it.

I ought to add that in his arguments for the substitute brand, a seller must not slander the old brand or reflect upon its q any unfair way. If it is r as good as the substitute b can say so, and give that a son why he is selling the su But he is treading on thin i order to make the sale, nounces its quality inferior is not. There is always less latitude for difference ion as to the quality and de of merchandise, but this ha and any seller who, in o avoid selling one article or to sell another goes beyo limit, may find himself d in a lawsuit brought by th facturer whose goods he flected upon.

My answer to the Bosto spondent is that his for tomer is practicing an ille of substitution or unfair tion, and if he has the evid can in all probability get a

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Sell Bananas by the Hand.—Handling bananas by the bunch is unprofitable, unhandy and unsightly. The better way, tell your buyer, is to buy them by the barrel in hands. The present cost for selected fruit is around 17 cents. These sell for 25, 30 and 35 cents a hand, according to size.

And people who want a dozen will buy a hand, thus preventing breaks and "odds," and incidentally increasing your sale.

Don't give the dozen price, but give the hand price, and don't show the outside of the hand, but the inside—the side that looks attractive.

* * *

It is very interesting to observe how easily and how quickly the public can be educated to buy goods your way. None of us sell dried beans or peas by the quart anymore, yet it all happened, you might say, in the past half dozen years. When we sell two pounds of beans to a person we do the accurate thing, we do the sane thing. When we sold a quart and forgot to stroke the measure we were handing over to the customer, on an average, one-fifth of a pound. Before you are much older you will be advertising eggs at so many pounds for 50 cents.

* * *

But to return to the banana idea.

You know, some women have what used to be known as the "penny purchase" habit—buying things i necessarily small way. Take A quart is called for, but t who is working along "edu lines will say, "Now, here's basket registered two-quart size will sell you for 12 cents." H have to say that many times woman gets the carrier basket

It applies to beets and car turnips, and it applies in still way to the king of all the veg potatoes.

* * *

People eat more stuff when t "more" to eat. Scrimpy buyin a scrimpy table.

For a week the past winter w our town up with peas at half price. What is the result? P to homes where such a veget figured for Sundays and holid Now they have the habit. The in dozens and hungered for mo

* * *

So we have the elimination "penny purchase" habit in o hands. Giving people at all t what they call for is rank s A salesman does not, as a gener earn his salary who is not a go gester. In fact, we would not c as a salesman.

It isn't that you don't know h isn't lack of tact or knowled just the result of a lazy mental i ence, and our advice is shake u mentality and be a suggester.

ainst him whenever he ap-

Copyright, April, 1916, by Elton J. Buckley.)

—

tion: George Horn, Pen Pa.—If a printer or clerk insured in Pennsylvania he Compensation act by his er would do janitor work a small congregation, or if paid by the congregation $5 nth, would the congregation responsible if he were hurt oing janitor work?

ver.—If he were paid noth- congregation would not be ible, because he would not employee. If he were paid month a different ques- ould be presented, but even do not think the congrega- ould be liable, for probably ld come under the category sional employees. It would r to pay him nothing, how- Even if there were liability d be so small as to amount st nothing, because the com- on is based on a certain per- of the workman's wages, nore than 50 per cent.

—

tion: * * *, Pa.—No. 1— ime ago I purchased a store , including stock and fix- shelving being paid for at se price with fixtures. The g is slightly fastened to the Can I take the shelving when if I do not destroy or deface ll and fill up or repair wall ve it in good condition?

2—I put an addition on a g, making a wagon shed. I een told by my landlord that uilt it on the alley and might remove it. As I am going e, can I tear off this exten- d claim the lumber?

wer.—No. 1—If the shelving ed to the former owner of the and was specifically men- in the bill of sale, then it is nd can be removed when you ways provided it is not part real estate. If it was part of al estate, the former owner store had no right to sell it, elonged to the landlord. My ent is that it would not be ered part of the real estate, if ghtly fastened and if it could noved without injuring the ty.

2—The answer is substan- the same as to No. 1: if the as become part of the real you cannot remove it. ner it has become part of the state depends largely on the you have attached it. If it can be easily taken away without injury to the property, I should not consider it part of the real estate.

—

Question: "C.," South Bethlehem, Pa.—If one were to move a house from front of lot to rear of same and the house were tenanted, would owner be liable if anything should happen to any of tenant's family while house was getting moved, tenant having known when he moved in that the house was going to be moved?

Answer.—If the tenant moved in a house which he knew was going to be removed to another section of the lot, he would be held as having assumed the risk of damage, as there is always chance of damage in such an operation. Therefore the owner would not be liable unless he did the moving negligently. If he was careless about it and damage resulted from that carelessness he would be liable.

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

"Shererizing" a Retail Store.

No brief definition has yet been written for this new word. Many grocers have "Shererized" their stores and have merely thought of it as cleaning up.

Here is what the man who coined the word says about it: "To Shererize is to improve conditions, especially in grocery stores."

A Shererized store is one in which bulk groceries are stored in a compact, convenient and sanitary manner, protected from excessive evaporation, deterioration and damage, and displayed attractively and salably. In which economical relations as to time and distance traveled have been established between the goods and the sale. In which all questions of loss and waste of space—time—goods—clerk hire—store rent, etc., as related to the handling of bulk dry groceries have been settled profitably to the retail dealer.

John Mercer invented a process of treating cotton goods so that they presented a totally different appearance and John got into the dictionary under the heading "mercerize." When a man brings to pass a revolution in grocery stores he surely has equal title to a place in the big book.

Why shouldn't "Shererize" appear in Webster's?—Advt.

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St., New York

"S. & H." Green Stamps

Hamilton COUPONS — "The Sperry Magazine"

THE TRIPLE APPEAL

¶ *IN 1915 "S. & H." Green Stamps showed a redemption record of 94%. Part of that trade—good trade—goes to every wide-awake user of the "Sperry" Service. Your inquiry incurs no obligation.*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

THE SCIENCE OF ADVERTISING

Elizabethville, Pa., Mar. 2, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed you will find a sheet used in the advertising of a February sale.

I might add that this sale proved itself to be the most profitable one conducted in my sixteen years of business experience.

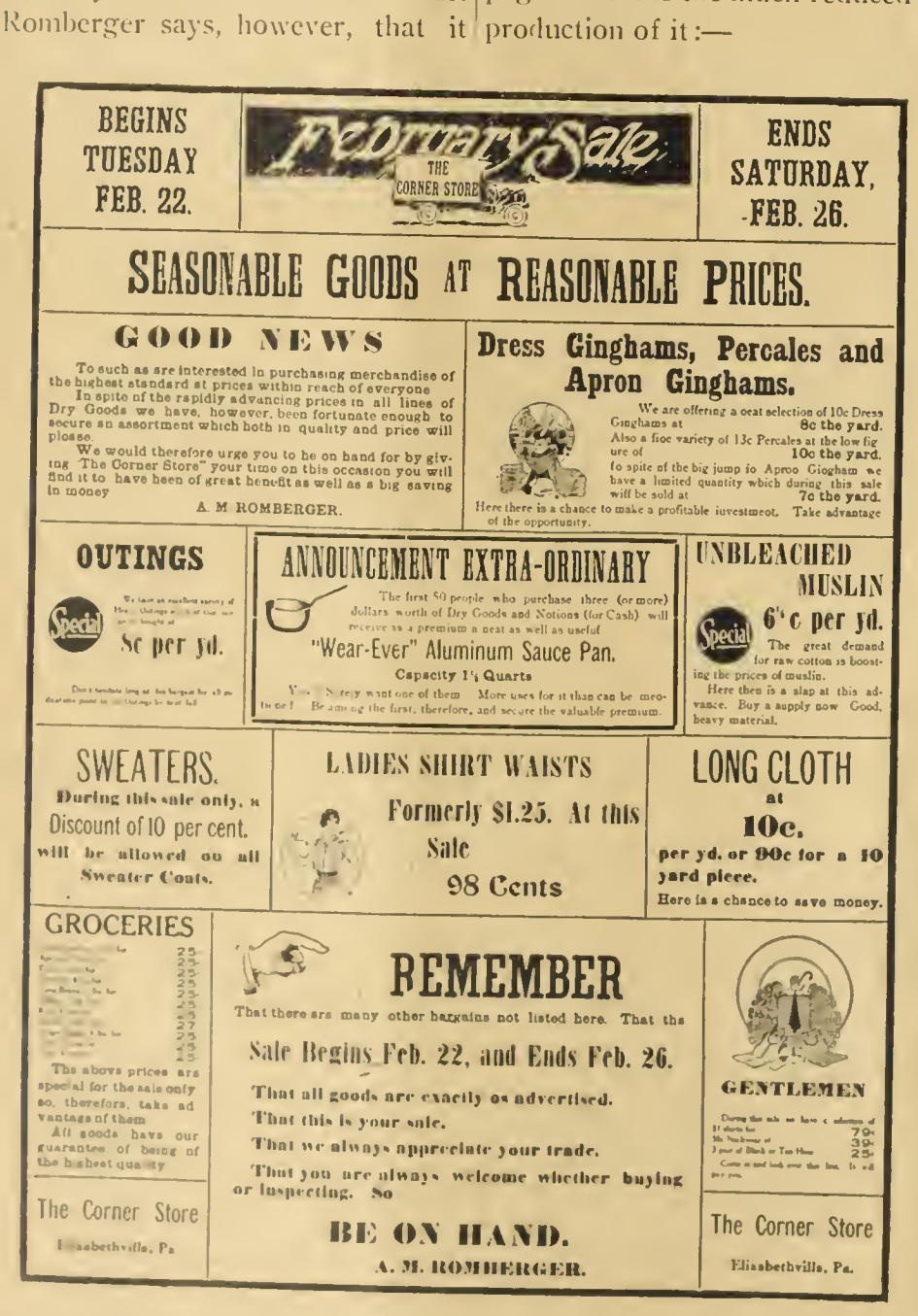
I would be pleased to have you pass your opinion as to the merits and demerits of this advertisement.

Yours truly,
A. M. ROMBERGER.

It is quite an easy thing to say that an advertisement which has produced results is a good advertisement. Not even an ad. critic can logically criticise a success. Mr. Romberger says, however, that it paid him better than any special sale he ever held before in his sixteen years' experience. That might not mean so much. I suppose you have heard of the bald-headed man who wrote the testimonial for the hair restorer. He said it had exactly doubled the amount of hair he had, which seemed phenomenal until it was discovered that he only had five hairs before. Mr. Romberger may or may not have had good luck with his special sales before.

* * *

This advertisement is a great big affair---19 x 25 inches, about the size of a large country newspaper page. Here is the much reduced reproduction of it:—


BEGINS TUESDAY FEB. 22.
February Sale
THE CORNER STORE
ENDS SATURDAY, FEB. 26.
SEASONABLE GOODS AT REASONABLE PRICES.
GOOD NEWS
To such as are interested in purchasing merchandise of the highest standard at prices within reach of everyone
In spite of the rapidly advancing prices in all lines of Dry Goods we have, however, been fortunate enough to secure an assortment which both in quality and price will please.
We would therefore urge you to be on hand for by giving The Corner Store your time on this occasion you will find it to have been of great benefit as well as a big saving in money
A. M ROMBERGER.
Dress Ginghams, Percales and Apron Ginghams.
We are offering a neat selection of 10c Dress Ginghams at 8c the yard.
Also a fine variety of 13c Percales at the low figure of 10c the yard.
In spite of the big jump in Apron Gingham we have a limited quantity which during this sale will be sold at 7c the yard.
Here there is a chance to make a profitable investment. Take advantage of the opportunity.
OUTINGS
Special
5c per yd.
ANNOUNCEMENT EXTRA-ORDINARY
The first 50 people who purchase three (or more) dollars worth of Dry Goods and Notions (for Cash) will receive as a premium a neat as well as useful
"Wear-Ever" Aluminum Sauce Pan.
Capacity 1½ Quarts
You surely want one of them More uses for it than can be mentioned Be among the first, therefore, and secure the valuable premium.
UNBLEACHED MUSLIN
Special
6½c per yd.
The great demand for raw cotton is boosting the prices of muslin.
Here then is a slap at this advance. Buy a supply now Good, heavy material.
SWEATERS.
During this sale only, a Discount of 10 per cent. will be allowed on all Sweater Coats.
LADIES SHIRT WAISTS
Formerly $1.25. At this Sale
98 Cents
LONG CLOTH
at
10c.
per yd. or 90c for a 10 yard piece.
Here is a chance to save money.
GROCERIES
The above prices are special for the sale only so, therefore, take advantage of them
All goods have our guarantee of being of the highest quality
The Corner Store
Elizabethville, Pa
REMEMBER
That there are many other bargains not listed here. That the Sale Begins Feb. 22, and Ends Feb. 26.
That all goods are exactly as advertised.
That this is your sale.
That we always appreciate your trade.
That you are always welcome whether buying or inspecting. So
BE ON HAND.
A. M. ROMBERGER.
GENTLEMEN
79c
39c
25c
The Corner Store
Elizabethville, Pa.

This is a pretty bad production from the printer's standpoint. It looks like the product of a badly equipped country office. Perhaps it isn't quite kind to criticise it—doubtless it is doing the best it can. Still I hate to see old-fashioned and modern type put together in this fashion. One thing I will say: the thing is plain and can easily be read, which is the most important factor after all.

* * *

The heading of this advertisement could have been much stronger. It seems to be really a cut-price sale, but the head entirely conceals that when it says: "Seasonable Goods at Reasonable Prices." I should have thought this advertisement would produce results. It offers a few things and offers them cheap. I should have given the regular retail value of the aluminum premium. Also, I should have made the matter under "Remember" at the bottom a little stronger. I should have written it perhaps like this:—

Remember:—

1. That all our goods are guaranteed to be exactly as advertised.
2. That in every case the prices given as regular value are the actual regular value, and in no case is a bargain overstated by one hair's breadth.
3. That you don't have to buy if you come here. Nobody will ask you to buy or look at you as if they thought you ought to buy. Look or buy, just as you like—you're just as welcome in one case as the other.

I think these points of the sale are stronger than Mr. Romberger's Points 2 and 3.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Pennsylvania Organization Notes.

On April 6th a preliminary meeting of representatives of various business associations of Allegheny County was held at Pittsburgh.

The meeting was held by invitation of the Retail Grocers' Protective Union. The object of the meeting was an amalgamation of the various ests for legislative purposes. tions were sent to fourteen tions, as follows: Western Pen Drug Association, National L Commission Merchants, P Produce Trade Association Butchers' and Meat Dealers' tion, Retail Boot and Shoe De sociation, Wholesale Grocers' tion, Retail Hardware Dealers' tion, Retail Lumber Dealers' tion, Pittsburgh Credit Men's tion, Retailers' Board of Ch Commerce, American Special Association and Retail Jewele ciation.

After a full discussion it w to call a mass meeting of the of the various organizations May 4th.

D. E. Durbin, president of cers' Association, stated that t ing had been called because ciation believed that the time for the retail merchants of Pittsburgh to line up for their terests, and by so doing ben customers and the community eral. "There are many busin that can be remedied through a zation of this kind. We are to eliminate trading stamps. better collection laws. We Stevens Bill enacted into a l want to work together. Our are mutual and we should join

* * *

The Reading Chamber of C listened to addresses by Rowe of the Philadelphia "Record," a Paschall, of the "Farm Journal, Hotel Berkshire on April 7t meeting was held jointly with t ing Ad. Club.

* * *

The Manheim Business Men' ciation will banquet on April Wm. Smedley will speak.

* * *

The Bradford Association concluded a most profitable Show" week.

Enormous Over-Supply of A This Year.

The monthly inquiry relating quantity of apples stored in the April 1, 1916, has been completed Office of Markets and Rural Or tions of the United States Dep. of Agriculture. Inasmuch as a f storage firms have not respond report is not quantitatively co but the information received i that there were 43.9 per cent. m ples in cold storage on April 1 year than were held on April 1 However, the barreled apple h on the first of this month show cess of 68.9 per cent. over the year ago, while the boxed appl ings are 6.4 per cent. below th last year. A summary of the holdings in 427 cold storage ware shows 1,588,361 barrels and 1,2 boxes compared with 4,835,370 b and 3,958,455 boxes on Decem 1915.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Write in for This List; It's Useful

It wouldn't be a bad idea for you to ask this paper for a list of the concerns that use the two specialty stamps shown above. They represent a directory of specialty manufacturers from whom it is safe to buy specialties, whose orders it is safe to sign, and whose names and orders are treated with respect and despatch by jobbers everywhere.

Everything conceivable in the way of grocers' specialties is represented in those lists, so that you lose nothing by thus protecting yourself.

It is probable that every day some new retailers are added to the list of those who resolutely refuse to sign specialty orders which do not bear the specialty stamp.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 99.

One Ford Delivery Car, with regular delivery body, fine condition; will sell cheap, as we have discontinued delivering, so have no use for it.

One hollow wire lighting system, with four lamps, for sale cheap. Make us an offer.

A. H. & W. R. Andrews,
Prattsburgh, N. Y.

—

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages. Cupp Grocery Co.,
Johnstown, Pa.

—

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

Harry Barsky,
2300 Carson St., Pittsburgh.

—

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. Heffner,
Fleetwood, Pa.

—

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGown & Son,
Clinton, Mass.

—

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. Masquelier & Bro.,
McDonald, Pa.

—

Offer No. 118.

We have on hand a brand-new Overland Auto Top and a second-hand Remington Standard No. 6 Typewriter that are of no use to us. We write to see if you can dispose of them for us. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $50 for it. The typewriter is also in good working order and has not been used very long, but we have gotten a new one that has a few more up-to-date fixtures; $10.

S. B. Darlington & C
West Chester,

—

Offer No. 119.

We have about one gross Di Dyes on hand that we would dispose of at market value. Cou furnish us with the address of firm or firms that could use sa advantage?

Marsh & Herman,
Danielsville,

—

Offer No. 120.

We have one dry cold C. V Refrigerator, measure 5 x 5 x 1 butter and cheese compartments condition; cost $200, will sell for

One silent Meat Chopper, 15 capacity; good condition; cost $7 sell for $15.

One Sausage Stuffer, 15 poun pacity; good condition; cost $2 sell for $8.

Have closed one of our store have no use for them.

Jos. Losowski & Son
Trenton, N

Important Notice to those Adve in the Exchange Departme

If the goods advertised do not after four weeks, will the owner notify us, so that the offer may continued? We desire to keep t partment as clean and fresh as po and if goods don't move in four they will probably not move at al

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

WANTED

WANTED.—Information regarding good grocery or meat market for sale. Send particulars to R. G. List, Minneapolis, Minn. 16

SITUATION WANTED

WANTED.—Pennsylvanian, now working in New York territory calling on grocery and drug trade selling breakfast and bulk cocoa, desires change to Eastern Pennsylvania; salary or commission; best of references. Address G. W. S., care Grocery World Publication Co., 927 Arch St., Philadelphia. 16

WANTED.—Young man, thoroughly experienced in all branches of grocery business, understands buying, has good education and can sell goods, would like to connect with some good concern, wholesale or retail, at a moderate salary. Address E. M. J., care Grocery World Publication Co., 927 Arch St, Philadelphia. 16

FOR SALE OR RENT

BUSINESS OPPORTUNITIES

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—One $75, practically new, American cash register, for $40. One $100 Hammond typewriter, rebuilt, for $18. Selling them because we have no further use for them. Address Medford Grocery Co., Medford, Md.

FOR SALE.—Todd's $30 Protectographs for safeguarding checks. Rebuilt machines, first-class condition, guaranteed, only $10. Address Osbourne, Camden, New York. 18

FOR SALE.—White Mountain refrigerator, white enamel lined, ice capacity 300 pounds; fine condition; cost $100, will sell reasonable, as I have no use for it. Call or address J. Freas Jones, Rossiter, Pa. 25

STORES.

FOR SALE.—An old-established general merchandise business in good furnace town; stock and fixtures at invoice; no charge for good will; three-story brick business block, fronting on trolley line; at reasonable price. Western Maryland and B. & O. Railroads locating yards just below the town. Address Geo. H. Swearinger, Dunbar, Pa. 16

AUTOMOBILES

FOR SALE.—Three Ford delivery trucks, with demountable rims and new tires; cars are in good repair. We have one at Downingtown, Pa., one at Coatesville, Pa., and one at West Chester, Pa. Call at our stores in any of these towns and see the cars yourself, or address H. D. Hubbs, West Chester, Pa. 16

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

One of the Best Seller

¶ From Portland, Main to Portland, Oregon,

Fleischmann's Yeas

will be found on sale the "grocer's."

¶ It's the same yeast cake wi its tin foil and yellow label—t same regular deliveries and d pendable service.

¶ **Fleischmann's Yeast** one of America's "Best Sellers.

Men With Sales Abilit

We have a few desirable openings f men of this type to call on Grocers connection with Star Egg Carriers a Trays. Sixty-three per cent. of t grocers of the country are already u ing Star Equipment. To men wi proven selling ability we can offer a exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. C
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

Read The Advertising Wor

for new and practical advertising ideas in var lines of trade. Its dictionary of headlines ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A Y
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, O

The Fruit Season is Coming on

¶ If you're going to make money out of ***Fruits and Vegetables***—there's more money in them than there is in most things—you've got to buy the right sort of stuff and you've got to buy it right?

¶ We've been selling the sort of stuff retailers can make money on, for fifty-five years. We're shipping to customers that first started to buy of us thirty years ago. Why don't you take a leaf out of their book? Settle down on us as your ***fruit and vegetable*** headquarters. Put it up to us absolutely to keep you.

¶ Are you receiving our price-list regularly each week? If not, a postal will bring it to your desk.

C. WILKINSON'S SONS

Wholesale Receivers and Distributers, Fruits, Vegetables and Nuts

134 Dock Street, Philadelphia, Pa.

FOUNDED 1861

C. WILKINSON'S SONS
PRICE-LIST

Kiln Dried Jersey Sweet Potatoes.

Prime Yellow, per S. H. bbl...$3 25
Medium Yellow, per S. H. bbl.. 2 25
Prime Red, per H. S. bbl..... 3 25
Medium Red, per S. H. bbl.... 2 25

New Jersey Cranberries.

Extra Fancy, Howes, long keepers, highly colored, per bbl.....$7 00–
Regular Jersey, good color, long keepers, per bbl. 5 00–
Regular Jersey, good color, long keepers, per crate 1 50– 2 00

New Crop California Lemons.

Extra Fancy, 300s, very fine, per box $3 00
Extra Fancy, 360s, very fine, per box 2 50
Messina, Extra Fancy, 300s, per box 2 75

Extra Fancy New California Navel Oranges.

100s, per box $2 75
126s and 150s, per box..... 3 50
176s, 200s, 216s, per box..... 4 00

Fancy Florida Oranges.

126s, per box $3 50
150s, per box 3 75
176s, 200s, 216s, per box..... 4 00

Extra Fancy Florida Grapefruit.

36s, per box $2 75
46s, per box 3 25
54s, per box 3 50
64s, per box 3 50
80s, per box 3 50

Porto Rico and Jamaica Cocoanuts.

Jumbo, Ex. Selected, 80 in bag, per bag .....Market value
100 Ex. Selected in bag, per bag .....Market value

Extra Fancy Jamaica Bananas.

Extra Jumbo Bunches, per bunch .....$2 25–$2 50
Jumbo Bunches, per bunch 1 75– 2 00
8-hand Bunches, per bunch 1 50– 1 60
Red Bananas .....Market value

West India Limes.

Extra Fancy, per barrel.....$12 00
Extra Fancy, per peck crate... 1 00

Apples.

All varieties, in both barrels and boxes .....Market value

And all other fresh fruits and vegetables, and a complete line of Imported and Domestic Nuts, Dates and Figs in the market, at market values.

All quotations subject to fluctuations of the market without notice.

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, APRIL 17, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datemut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wuod and Willow Ware	
Yeast Cakes	

ADVANCES.

Eggs
City Pure Lard
Compound Lard
Dressed Meats
Dressed Poultry
Live Poultry

DECLINES.

Butter

—1—

SUGAR.

	Barrels.
Cut Loaf	8.30
Eagle Tablets	9.15
Crystal Dominoes, 24 5-lb. pkgs	10.15
" 60 2-lb. pkgs	10.15
Patent Cubes	7.65
Confectioners' Lozenge	7.30
Powdered	7.25
Fruit Powdered	7.15
Dessert and Table, 2-lb. cartons, 48-lbs.	7.45
Granulated, fine or standard, McCahan	7.15
" " Franklin	7.20
" extra fine, bbls.	7.15
" " 2-lb. bags	7.55
" " 5-lb. bags	7.55
" " 10-lb. bags	7.45
" " 25-lb. bags	7.35
" " 100-lb. bags	7.15
" coarse	7.30
Confectioners' Crystal A	7.15
A Confectiouers'	7.05
A No. 1	7.00
A No. 2	6.95
Franklin B	6.80
Extra C	6.55
C	6.40

TEA.

Formosa—	Per lb.
Extra choicest, ½ and ¼ chests	.40 -.45
Choice, ½ and ¼ chests	.35 -.38
Finest, ½ and ¼ chests	.27 -.30
Fine, ½ and ¼ chests	.23 -.25
Oolong, black—	
Extra choice, ½ and ¼ chests	.30 -.35
Choice, ½ and ¼ chests	.27 -.29
Finest, ½ and ¼ chests	.25 -.27
Superior, ½ and ¼ chests	.22 -.24
English Breakfast, black—	
First picking, ½ and ¼ chests	.30 -.35
Choicest, ½ and ¼ chests	.26 -.28
Good to superior, ½ chests	.23
First crop, about 28-lb. original boxes	.27
Gunpowder, green—	
Extra firsts, ¼ chests	.35 -.40
Firsts, ¼ chests	.30 -.31
Extra seconds, ¼ chests	.25 -.27
Seconds, new, ¼ chests	.24
Imperial, green—	
Firsts, ¼ chests	.38
Seconds, ¼ chests	.25 -.30
Japan, green—	
May pickings, ½ chests	.38 -.40
First crop, ½ and ¼ chests	.30 -.35
Second crop, ½ chests	.28 -.30
Basket fire, uncolored, needle leaf, ¼ chests	.32
Young Hyson, green—	
Firsts, ¼ chests	.35 -.40
Hyson, green—	
Extra firsts, ¼ chests	35 -.40
Firsts, ½ chests	.28 -.32
Seconds, ¼ chests	.25 -.27
Assam, black—	
Choice, ½ chests	.30
No. 1, extra quality, 20-lb. boxes	.33

Tetley's, 1, ½ and ¼ tins, 10 & 5 lb boxes—

	1 lb	½ lb	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, Formosa Oolong or Mixed		.51	.52
Orange Pekoe		.56	.57
Red Label, I and C, or Mixed	.47		.48
Sunflower, I and C, Formosa Oolong or Mixed		.60	.60

Red Label, I and C, 1 lb 2½-oz tins, doz. .90
Sunflower, I and C, Formosa Oolong or Mixed, 1 lb 2-oz tins, per doz .90
Sunflower, I and C, Formosa Oolong or Mixed, 3 oz tins, per tin 1.55
Sunflower, I and C, Formosa Oolong or Mixed, 5 oz tin, per tin 2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails....per doz.	.75
Mica, ¼ gross....per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz....per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Caracas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.15¼
Santos, extra fancy	.16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box		4.15
Tomson-Hummels, tin, ¼ gross ....per gross		2.60
" Imp., ½ gross.... "		2.15
Floto's, Improved, ½ gross.... "		2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mamnioth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs...per box	2.25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl...per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " "
" second, " "
" tbird, " "
" dairy, extra, bakers' use, 30–60 lbs.
" 5 and 10-lb. rolls, 60 and 100-lb. boxes
Print Butter—
Prize
Gurnse, lbs. and ½ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20–50 lb. boxes
B. B., E. D., 20–50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes
Sheaf ("400"), Elgin, 20–50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs
" 16s, 30 lbs
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box....per box

JARS AND JAR RUBBERS

Mason's—
Half gallons
Quarts
Pints
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz. cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxes
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 1 cent per lb. less.
Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz.....per doz

CATSUP.

Snider's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato, ½ pint, 2 doz
Tobasco, ½ pint, 2 doz.
Beech-Nut—
Pints
½ pints

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

—5—

CANNED GOODS.

ans—	
s	.95
, No. 2	.95
ell's, 16 oz., tomato sauce or Boston	
per case	1.90
s, No. 2	1.40
mp's, No. 2	1.40
hank's, No. 2	1.35
's, No 2	1.40
Head, No. 3	1.25
y, No. 1	.50
es—	
ard, New Jersey, No. 3	1.20
Maryland, No. 2	.85
" No. 3	1.10
ans—	
ard, New Jersey, No 2	1.15
Maryland, No. 2	1.20
small, No. 2	1.65
eans—	
ard, New York, No. 2	1.10
fancy, New York. No. 2	2.00
, New York, No. 2	1.50
ard, Maryland, No. 2	.60
ney Beans—	
ard, New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	.95
ard, New York, No. 2	.90
, New York, No. 2	1.00
ard, Maryland, No. 2	.75
Maine, No. 2	1.25
, Maine, No. 2	1.25
Peg, No. 2	.85
e grain, No. 2	.75
ard, New York, No. 2	1.15
, New York, No. 2	1.50
sifted, New York, No. 2	2.00
ard, Southern, No. 2	.75
, Southern, No. 2	1.00
sifted, Southern, No. 2	1.40
ard, Indiana, No. 2	.75
, Indiana, No. 2	1.00
sifted, Indiana, No. 2	1.40
ard, Wisconsin, No. 2	1.10
, Wisconsin, No. 2	1.40
sifted, Wisconsin, No. 2	2.00
ard, New York, No. 2	.....
" No. 3	1.25
New Jersey, No. 2	.....
" No. 3	1.10
sh—	
ard, New York, No. 2	1.00
, New York, No. 2	1.25
ard, Maryland, No. 2	.90
, Michigan, No. 2	1.20
gus—	
, No. 2½	2.00
um, No. 2½	2.20
e, No. 2½	2.50
No. 1	2.25
ins—	
ard, New York, No. 3	1.00
New Jersey, No. 3	.85
ard, Maryland, No. 3	1.00
rout—	
ard, New York, No. 3	.80
Maryland, No. 3	.75

California Canned Fruit.

ts—	
a, No. 3	2.75
No. 2½	2.10
a Standard, No. 2½	1.75
dard, No. 2½	1.50
t Pears—	
a, No. 3	.....
No. 2½	2.50
a Standard, No. 2½	2.30
dard, No. 2½	2.15
Cherries—	
a, No. 3	.....
No. 2½	2.90
a Standard, No. 2½	2.50
dard, No. 2½	2.25
s, Lemon Cling, Sliced—	
a, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.50
s, Lemon Cling—	
a, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.45
s, Yellow Crawford—	
a, No. 3	2.80
No. 2½	2.00
a Standard, No. 2½	1.70
dard, No. 2½	1.40

Eastern Canned Fruits.

—	
York State, No. 3	.90
" No. 10	2.75
erries—	
yrup, No. 2	1.35
ater, No. 2	.....
es—	
te Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
es—	
le, No. 3	1.35
nds, No. 3	1.15
No. 3	.85
—	
lett, Extra Standard, No. 2½	2.00
er, syrup, No. 3	1.15
water, No. 3	.90
—	
vy syrup, No. 2½	1.25
t syrup, No. 2½	1.00
erries—	
ne, in water, No. 2	1.40
berries—	
ra preserved, No. 2	1.80
served, No. 2	1.60
water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	15.00
" " high oval, 100s	18.00
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ⅛s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	.....
" Boneless, ½s, oval, 100s	12.00
Roe—	
Normanna, Mackerel, red, oval, 100s	15 00
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	12.00
" " ¼s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	26.00
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ¼, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 dos	3.50
" No. 6, ½ or 1 dos	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 dos	2.40
" No. 2, key, 1 dos	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 dos	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 dos	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 dos	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 dos	12.20
" No. 3, 1 dos	15.85
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 dos	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 dos	2.50
Armour's—	
No. ¼, 4 dos	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 dos. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 dos. No. ½ packed 2 dos.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 dos	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 dos	2.40
R. & R., No. ½, 4 dos	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 1s, 10½ oz., 4 dos.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetables.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb.
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33

Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb	.20

Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅓ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 5-lbs.	.20
Dot, sweet, ½-lb., ⅓-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36

W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.22
Vanilla Chocolate, ½s, 6 lbs	.26

Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29

Blooker's Cocoa—	Per dos.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 dos.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.52
Daalder's brand, ½-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35

Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.82
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ½s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85

Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box.....per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Cbocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Cbocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Cbocolate Towers, ⅛-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Choeolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tln
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Cbocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.25
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.25
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.40½	¼ lb	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet—	Per case
Extra quality, 100 rolls	6.00
Good " 900 "	5.25

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Woli Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1.03	.75
4 "	4M	1.2[illegible]	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
12 "	2M	[illegible].1	2.05
14 "	1M	3.57	2.56
16 "	1M	3.[illegible]	2.77
20 "	1M	4.[illegible]0	3.09
24 "	1M	4.73	3.63

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.48
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 8, Manilla light weight—	Per lb.
12 in. rolls	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼

—10—

Silk Fibre, No. 1—	
9 in. rolls	.03½
12 "	.03½
15 "	.03½
18 "	.03½
20 "	.03½
24 "	.03½
30 "	.03½

Paper Towels—		
25 rolls, 150 towels each, with holder and basket	per case	4.25
25 roll lots	"	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.90
Star, 4 doz	5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" botel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tln pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be sbipped f. o. b. Philadelphia, less a freigbt allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wbolesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 3 doz	per doz.	1.40
" " with borseradisb	"	
" large, 1 doz	"	2.00
" " with horseradisb	"	

—11—

Weln Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 30-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf, .38 less		.39
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask,	"	.29
Roquefort	12 in case,	"
" less than case,	"	.53
Parmesan, about 30 lbs	loaf,	.38
" less than loaf,	"	
Edam, 12 in case	case	
" single		
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium,	"	
Sap Sago, grated, ready for use, 30-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 300 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	.32
" " less than loaf		.33
" square loaves, No. 3, about 25 lbs. each	per lb.	.28
Limburger, No. 1	box and ½ box	.19½
" less than ½ box		.21
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.22½
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncbeon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	3.45

	Per box.
Fromage de Brie, M. C. C., 3 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	3.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Welner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight,	per lb.	
Pate de fois Gras, small	per dos.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	
" (Diamond S.)	.26	
" (G. A. P.)		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	3.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	3.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trip:, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 3.25
Russian Sardines	"
" 5-lb. pails	per pail .75
" 10-lb. pails	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

—12—

Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	per lb
Matjes Herring	piec

Bismarck Herring.

Round tins, with key, pint	per doz
" " quart	per tin
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins,	doz

Russian Sardines.

Imported, Wallkoff brand	per ke
" 5-lb. pails	per pa
" 10-lb. pails	"
Cut Spiced, 10-lb. pails	"
" 5-gal. keg	per ke
Russian, in glass jars	per doz

Norway Anchovies.

Fancy, keg	
" ⅛ keg	
" ¼ keg	
" ½ keg	per doz
Original package	per ⅛ bbl
Repacked, 5-lb. pails	per pa
" 10-lb. pails	"
" 5-gal. kegs	per ke
" ½-lb. flat tins	per doz
" ½-lb. tall tins	"
" 1-lb. tall tins	"

Salt Sardellen.

Original packages, 1902	per anke
Repacked, kegs, about 8 lbs	per ke
" pint jars	per doz
" large tumblers	"
" small tumblers	"

Russian Caviar.

1-lb. tins	per doz
½-lb. tins	"
¼-lb. tins	"
⅛-lb. tins	"

German Dill Pickles—Regular

60-gal. casks, about 2000	per cask
50-gal. bbls., about 1200	per bbl
15-gal. kegs, about 500	per 100
10-gal. kegs, about 300	"
5-gal. kegs, about 150	"
10-lb. pails, about 50	per pail

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks	per cask
48-gal. bbls	per bbl
30-gal. kegs	per keg
5-gal. kegs	"
10-lb. pails	per pail

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.
Spitzkugein	"

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg.,	per bundle
Basler Lebkuchen, No. 1, 6 in pkg.,	"
" No. 2, 6 in pkg.,	"
" No. 3, 6 in pkg.,	"
Amandines, 9-lb. tins	per tin
" small tins	"

Pickles and Onions in Vineg

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag
Green Kern	per lb.
Potato Flour	"
German Dried Pears	"
Dried Musbrooms	"
Juniper Berries	"
St. John's Bread	"
Bay Leaves	"

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 63 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 3 doz	per doz.
" Club, 3 dos	"
Red Edam	each
Philo Cream, 1 doz. 10c. size	per doz.
Elkhorn Pimento, 3 dos	"

EGGS.

Nearby, candled and selected, 30 dos	
Western, selected	
Milben Farm	
Awitru, packed in cartons	

—13—

FANCY GROCERIES.

aple Paste, 5-lb. cans.....per lb.	.33
, in oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle..... ... "	3.25
onpareil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
nger, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case..... "	4.25
n Maraschino, glass, 1 doz.. "	7.00
wder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
wder, pints ..... "	3.60
4 oz ..... "	2.40
2 oz ..... "	1.40
eas, extra fine .....per case	21.00
s Irish Oatmeal—	
ns.....per doz.	3.35
ns.....per tin	.70
ans ..... "	1.65
& Palmer's Biscuit, packed 7 and 5	Per lb.
a can—	
eurre.....	.24
.....	.33
ast.....	.33
per, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
e jars, 4 doz.....	1.75
e Marquett Mushrooms—	Per case
hoice.....	36.00
, 100 tins.....	35.00
100 tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
ed Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
ice, Rose's..... "	4.50
ose Water..... ... "	2.25
each Water..... "	2.25
lives..... "	5.25
nco-American Food Co.—	Per doz.
for invalids, all kinds, ½ pints, 4 doz.	1.40

LLON CUBES AND LIQUIDS.

ouillon Cubes—	
, 100 cubes.....	1.70
50 cubes.....	.90
oz. tins, 12 cubes each	2.75
Clam Bouillon—	
bottles, 1 doz.....	2.00
bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
ottles.....	6.00
bottles	9.00
jugs.....each	2.75
Oxo Cubes—	Per doz.
10c. size.....	.85
25c. size.....	2.00
100 cubes.. .....per 100	1.65
s Beef, Clam and Chicken Cubes—	
boxes, 12 cubes, 1 doz.....	2.50
m boxes, 50 cubes .....per tin	.90
boxes, 100 cubes..... "	1.70
's Concentrated Bouillon—	
size 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
's Tomato Bouillon—	
s, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

r's Solid Extract of Beef—	Per doz.
size 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
's Fluid Beef Extract—	
es, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
a	6.90
Midas	7.25
Medal	6.90
urne	6.90
.....	7.60
ry's Best.....	6.90
Idem	6.40
f the West.....	6.15
m	6.05
.....	6.75
al.....	6.00
White	7.50
r's Best.....	6.75
Imperial.....	6.65

Prepared Flours.

a Prepared Doughnut, Cake, Ginger-	
ead and Tea Biscuit Flour—	Per case
z. 14-oz.....	1.44
z. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

r's Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
Jerry Buckwheat, 36 2s.....	2.60
Pancake, 36 2s.....	2.60
, 18 pkgs	1.55
Jemima Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freibofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large..... .....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	3.35	.....	.50	.45
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.	
Halibut.....		-.17
Bass Native		-.15
Salmon, fresh.....	.12	-.18
Eastern Cod	.06	-.08
Croakers		-.08
Large Hake		-.08
Haddock		-.05
White Cat Fish.....		-.12
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.17
Snappers		-.12
Eels		-.10
Rock Fish.....	.14	-.18
Lobsters.....		-.30
Flounders		-.06
Large White Perch		-.20
Sea Bass		-.10
Blue Fish.....		-.20
Porgies.....		- 06
Fresh Mackerel.....each		-.30
King Fish		.....
Weak Fish	.08	-.18
Butter Fish.....		-.07
Tilc		-.09
Shad, Roe.....each		-.90
" Buck ..... "		-.35

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8 50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40–50	.09¾
50–60	.08¾
60–70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Nut-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb pkgs	3.25
24 ½-lb pkgs	3.00
12 1-lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ½-lb pkgs	1.75
12 1-lb pkgs	1.65
Dunham's—	Per lb
¼-lb. pkgs, 15 lbs	.26½
½ and ¼ lb pkgs, 15 lbs	.27¼
Baker's Premium—	Per case
100 5c pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2.10

HORSERADISH.

	Per doz
Diamond flint glass, 2 doz	
McLaughlin's, No. 8 bottles, 2 doz	
Schramm's, large tumbler, 2 doz	
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.30
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	1.00
Square, Oriental Red, 2 oz., 1 doz		.50
" Green, Blue or Violet, 2 oz.		.50
" Magic Black, 2 oz., 1 doz		.50
" Electro Chemical, 2 oz., 1 doz.		.50
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes	5 doz.		2.75
Cold Blast	5 doz.		3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

Nnne Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons 3 doz. to case	2.[illegible]
" " 6½ doz. to case	5.[illegible]
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14½
Armour's—	
Veribest, Concentrated—	Per doz.
1¼-lb. pails, 2 doz	2 40
3 lb. pails, 1 doz	4 25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.[illegible]
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3 80
2 doz. 21¼-oz cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼ oz jars, 1 doz	2.35
" 12-oz. jars, 1 doz	1.90
" 6⅝-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cartons

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per bbl.
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

Lard—		
lbs. net weight	per lb.	.13¼
"	"	.13
ns	6 in crate	8.40
s	12 in crate	8.47
s	20 in crate	8.55
		Per lb.
nd tubs, about 340 lbs		.12½
s		.12⅝
pails, 60 lbs		.09⅝
" 60 lbs		.09¾
" 60 lbs		.09⅞

DRESSED MEATS.

d Stock—		Per lb.
		.11 –.14½
		.10½–.13½
		.08 –.12
es		.14 –.15
ives		–.16½
s and Barnyards		.10 –.13
Dressed		.13 –.14
		–.15
		.14 –.15
ethers		–.16
		.17 –.18
ambs		–.19
		–.14

UTCHERS' SUNDRIES.

r Tongues	each	–.80
ues		–.60
s, scalded		.50 –.75
ds, veal	per pair	.75 –.80
beef	per lb.	.25 –.30
s	"	.25 –.30
eys	per doz.	1.25
rs		.10
	per doz.	1.20
ef	per lb.	.05
f		16.00
a, beef, western		.22
k, loins, city		.13
" western		.13

DRESSED POULTRY.

		Per lb.
, young hens, 8 to 10 lbs		.32 –.34
young toms, 15 to 18 lbs		.32 –.34
s and toms		.28 –.30
n to good		.20 –.25
lphia, fresh killed, 3 lbs. and to pair, fancy		45 –.55
phia, fresh killed, 3½ to 4 lbs		.45 –.55
lphia, fresh killed, 3 to 3½ lbs.		.45 –.55
r, fancy		.22 –.23
, fancy, heavy		.23 –.25
Roasters, 4 to 5 lbs		.20 –.21
good		.15 –.16
ks		Per doz.
arge, fancy		5.50–6.50
		4.00–5.00
		2.00–3.00

LIVE POULTRY.

hickens, nearby, 1½ to 2 lbs		.40 –.45
ringers		.25 –.28
		.23 –.26
		.14 –.16
oung		.18 –.20
ld		.14 –.15

SERVES, JELLIES, JAMS AND MARMALADES.

		Per doz.
pure		.95
dy, apple flavor, 30 lbs. full weight,	per pail,	1.00
el's, 8-oz. tumblers		.80
l, 16 oz., 2 doz		.87½
3-lb. tins, net weight		1.95
—		Per lb.
el's pure, 12-oz. jars, 2 doz	per doz.	1.45
al, 30-lb. pails		.09½
ark, 30-lb. pails		.06½
3-lb. toy pails	per doz.	3.00
el's, pure, 10-oz. jars, 2 doz		1.40
ark, assorted, jars, 2 doz		.90
Marmalade—		
r's, imported, 4 doz		2.10
nel's, pure, 2 doz		1 50
tters—		Per doz.
Southwark, 30 lbs	per pail	1.15
" full 5-lb. slip cover tins,	½ doz. per case	1.55
Schimmel's, 30-lb. pails	per lb.	.06¾
" 3-lb. slip cover tins. 1	doz. per doz.	2.60
" 2½-lb. stone jars, cloth	top, ½ doz. per doz.	2.90
" 40-oz. stone crock, glass	top, ½ doz. per doz	3.07½
Mother Cook's, No. 14, 2 doz	doz.	.85
, 30-lb. pails	per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phospbate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	
" qts	"	
" gals	each	
" ½ hhls	"	
" bbls	"	
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Cbill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	
" ½ bbls., 28 gals	per ½ bbl.	
" kegs, 14 gals	per keg	

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lh. bags	3.75
" 115 2½-lh. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the hbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Morton, Free Running, 2 doz	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lh. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lhs	.05¼
" ¼-lh. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lhs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lh. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Aluminshine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box, gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs., 200 cakes	4.00
" " " 50 pkgs., 100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 10c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz ..... .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅞
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Cellulold, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	per 10
" 2 lb.	"

Clothes Pins.

5 gross	per b

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daube	
solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs	per box
Yeast Foam, 1½ doz	"

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, April 24, 1916. No. 17

A man who can make thirty dollars a week working for others, is in business for himself making twenty dollars a week, with little prospect of making much more. Is the prestige of being in one's own business worth ten dollars a week? It wouldn't be to us.

The Latest New Co-operative Buying Scheme Emanates from Philadelphia and Sounds Somewhat Fishy.

American Fair Trade League Files Charges Against Department Store for Cutting Trademarked Merchandise, Claiming This to be Unfair Competition.

A Contributor Tells Grocers to Push Bread Instead of Flour, Because it Pays Much Better and Brings More Frequent Contact With Customers.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

Four Factories

are now required to supply the steadily increasing demand for

Shredded Wheat

Two in Niagara Falls, N. Y.
One in Oakland, California
One in Niagara Falls, Ontario

all model, sanitary factories. The growth of Shredded Wheat is one of the industrial achievements of our time—no premiums, no bribes, no coupons—just the cleanest, purest, best cereal food made. You are in good company when you distribute this product.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell y customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I DO NOT BELIEVE YOU

would be without our books for a moment if you fully understood their merits. Even if you do not adopt them generally you need some of our

INDEXED COUPON BOOKS

for your grouchy people, for your regular and transient cash buyer, your pass book people and others. Will save you losses from forgotten charges. Head off the fellow who wants to overrun his account. Save time, labor, losses, bookkeeping, get the cash, etc. Our literature will explain all their advantages. Inexpensive. F. O. B your express office.

WE HAVE SOLD MILLIONS OF THEM

LET US SEND YOU FREE SAMPLES AND LITERATURE

J. P. FORBES, Forbes Building. **Coshocton, Ohio**

Are You Selling All Your Customers Cereals?

If **Wheatena** isn't a regular part of your cereal stock, you probably aren't selling cereals to some of your trade at all. They are apt to be your best trade, too.

Wheatena seems to appeal particularly to good, substantial, well-to-do people. They use it year after year—you never have to push them. We guarantee it no matter whose hands it is in.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers As

Modern Merchant

AND

Grocery World

lished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

LXII. PHILADELPHIA, April 24, 1916. No. 17.

ern Merchant and rocery World

PUBLISHED WEEKLY BY THE
LY WORLD PUBLICATION CO.
AT
Arch Street, Philadelphia.
TELEPHONES:
ert 3286
ert 3287 Keystone, Race 746
xchange.

ecks and Drafts payable to the Gro-ld Publication Co.

opendent journal published ex-in the interests of modern mer-all classes.

ELTON J. BUCKLEY, Editor.
DAVID EZEKIEL, Advertising Manager.

ption Rates, Including Postage, Payable in Advance:

PER YEAR

d States and Mexico..... $3.00
la 3.50
Britain and Continent of Europe
sia 4.50
pies ..... .10

Contents.

PAGE

tor Says Grocers Should h Bread Instead of Flour... 4

uccessful Co-operative Deliv-Systems 4

d 6
Jackassism.
ere Room?

tion News 6

the Trade..... 7

Succeeds There Will Be No re Cut Prices of Trade-rked Goods 8

Interstate Agency and Ex-nge" Is the Latest Co-opera-e Buying Scheme..... 8

ew York Letter..... 9

Manufacturer Can Insure the ocer a Living Profit..... 10

PAGE

Correspondence 11

The Grocery Markets..... 12

Individual Market Reports..... 12

Items of General Interest..... 14

Weekly Window Dressing Suggestions 16

"The Stroller's" Column (Contributed) 16
Some Wise Remarks on Advertising.

Legal Department 18
No. 360.—When Goods Sent You Are Not What You Ordered.

Selling Talks with Clerks..... 18

Pennsylvania Organization Notes... 20

Science of Advertising..... 20

Subscribers' Bargain List..... 22

Want Department 22

"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE

"Advertising World" 22
American Specialty Manufacturers' Association 21

American Sugar Refining Co. 15

Babbitt, B. T. 17

Baker & Co., Walter..... 13

Buckeye Baler Co. 9

Buckley, Elton J. 4

California Associated Raisin Co. ... 9

Chase-O Manufacturing Co. 13

Clipper Lawn Mower Co. 13

Crescent Manufacturing Co. 13

Dayton Moneyweight Scale Co. 10

Fleischmann's Yeast 13

Forbes, J. P. .....Cover 2

Harris Co., Wm. B. 11

Hamilton Corporation, The..... 5

Hires Condensed Milk Co. ...Cover 2

Heacock, H. F. 7

Heekin Can Co. 19

Indexed Coupon Books.....Cover 2

Kirk, Foster & Co. 9

Knight Cooking Extract Co. 19

Lautz Bros. Co. .....Cover 2

Lipton, Thomas J. .....Cover 4

Manufacturers' Representatives (Association of) 21

Mapleine 13

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 7

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 14

Nowland Co., A. C. 15

Philadelphia Electric Co. 22

Rumford Chemical Works..... 17

Reed Mfg. Co., Evan L. 19

Shredded Wheat Co. .....Cover 2

Sperry & Hutchinson..... 5

Star Egg Carrier and Tray Mfg. Co., 13, 17

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

West Disinfecting Co. 13

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 23

Wilkinson's Sons, G. 23

Contributor Says Grocer Should Push Bread Instead of Flour

Grocers Neglect It, Though It Will Pay Seventy-eight Dollars a Year for Every Dollar Invested. Makes Strong Point of Pushing Goods That Bring Frequent Contact With Customers.

In the last issue some mention was made of a scheme of several of the large flour millers to advertise to housewives in a way which would inspire them to go back to baking their own bread. A sample advertisement which had been used in some of the monthly magazines was reproduced and commented upon.

Another scheme to produce precisely the opposite result, i. e., to induce retail grocers to push the sale of bakers' bread instead of flour, has been launched and emanates from Chicago. The argument in a nutshell is that bread is the grocer's most neglected line, yet pays more, considering the money invested, than almost anything else he can handle. From some of the matter sent us on the subject we reproduce the following:—

> The volume of business you can do depends entirely upon how often you can come in contact with your customers. Upon this Frequency of Contact with your customers also depends, to a large extent, the percentage of profit a merchant should make on each individual sale, as the turnover of stock is a factor that can never be lost sight of when the matter of profits is under consideration. The undertaker, for instance—who can only hope to do business with you once—must have a far greater profit than the furniture dealer who will see you once or twice a year, and he in turn must have a larger profit than the dry goods dealer, who sees you once or twice a month. You—in the grocery business—have an opportunity to meet your customers and make a sale to them daily, and if you cannot do this the fault is yours, not the customer's.
>
> All sorts of plans and schemes are used to attract possible buyers into the stores. Bargain sales, special attractions, cut prices on well-known advertised lines, anything to get the people in and give the salesforce a chance. Even though they fail to buy the article they came for, there is always a prospect for selling them something else when they are once inside the door, the great problem is to get them inside.
>
> A grocer will place a sign in his window offering sugar below cost. A staple like sugar. Why? Just to induce a possible buyer to come inside. He is willing to take a loss on the sugar in order that he or his clerks may have a chance to sell tea, coffee, fruit, vegetables, canned goods or any one of the thousand and one articles he handles. And still the average family only buys sugar approximately sixteen times a year. Think this over. It's worth considering. There are approximately 300 business days in the year. Approximately sixteen times a year each family will want sugar. On this basis only about five out of every hundred people who pass your store will be in the market for sugar, and only a very small number in addition to this can be induced to buy because your price is a low one. Does that look like good merchandising?
>
> Consider flour as a means of drawing trade. You sometimes cut on that to attract attention. About once every month flour is purchased by the housewife who bakes her own bread. Twelve times a year she comes to you for flour, and you make a mighty small profit on the sack you sell her. Figure the actual percentage you make on that sale some time, then take the time to figure your loss from damage done by rats and mice, torn sacks, large space necessary for storing, trouble in handling, and then take a good laugh. You will wonder why you have devoted so much of your time and efforts to the sale of flour. You will realize that taken all in all your profits on flour dwindle down to the fine point of nothing. All this to come in contact with the housewife twelve times a year, and during all the time you encourage her to keep up home baking.
>
> You have in stock one line of goods on which you have absolutely no loss. A line on which you make an attractive profit. You never have to cut prices on this line, and through it you come in contact with every one of your customers daily—312 times a year—and that line is bread.
>
> Only 50 per cent. of the bread consumed is sold over the counter, the balance is baked at home, or sold by bread peddlers, and you have encouraged this practice, and continue to encourage it, against your own best interests and directly opposed to the principles of good merchandising.
>
> What an opportunity is offered you and your clerks each day when a customer comes to you for bread to sell them something else in addition to the "staff of life" she came for. Bread is more than a "staff of life" for you. It is the greatest opportunity any merchant can possibly possess. What do you think the department store would give for a line that would bring every one of its customers to it daily?
>
> A careful investigation in more than fifty cities of the United States and Canada developed the startling fact that the most neglected line the grocer handles is bread, the very line that offers him the greatest opportunities from a merchandising and profit paying standpoint. Bread, on which he only makes 1 cent a loaf. A paltry 25 cents on each $1.25 sold, but which at the end of the year yields to him a profit of $78 on each dollar invested, is looked upon with contempt by the majority of grocers, and during all the time it can be made the most important line carried.
>
> In the mind of the average grocer in your mind, perhaps—bread is just bread. Any old bread is good enough. You wish that you did not have to handle it, but you feel that you have to. You do not use the same discriminating care in the selection of the bread you sell that you use in the selection of the teas or coffees, flour and canned goods, or any other of the numerous lines you handle. You do not feel that you have to. Your attitude toward the bread business and your utter indifference and carelessness as regards its fitness and quality, frequently drives the housewife who is disposed to purchase bread from you back to home baking or the peddler, when it is decidedly in your interest to induce her to give up either of these practices. The 312 times a year she buys bread as against the twelve times a year she buys flour is argument enough to convince any intelligent dealer in which direction his interests lie.
>
> The 312 opportunities you and wideawake clerks have to sell goods when she comes for as against the 12 chances who comes for flour is an added ment in favor of bread. Then there is the matter of inc profit on bread over flou enough has been said along thi
>
> Good bread holds trade—ju same as good goods in any line—and good bread is wor it costs. Your customers ar titled to the best you can give In your selection of the brea sell don't be influenced by any factor than quality. Let your on bread be the same as on a other goods you offer for quality, first, last and all the

There is a great deal in t gument, and it is worth the consideration of every reade

More Successful Co-operative Deli Systems

At Ann Arbor (Mich.) and Marengo (Ill.), the Latter a Town, All Lines of Retailers Have Greatly Re Their Delivery Cost by Co-operation.

Continuing the subject of co-operative delivery, touched on last week with reference to Champaign and Urbana, Ind., the retail merchants of Ann Arbor, Mich., started a consolidated delivery system in 1907, with meager cash capital and a burden of debt. Its central station cost nearly $8,000 and its two lots $6,400. These are now paid for and free from debt. Its payroll amounts to more than $13,000 a year and its annual feeding bill is about $2,500, while it pays out more than $600 a year for horseshoeing. It is interesting to note that one of the smallest items in the annual budget is that of claims awarded on account of broken, damaged or lost goods; this amounts to about $120 a year. The loss from this form of leakage under the old individual system was far greater than this—undoubtedly several times this amount.

When this system was started the twenty-two charter shareholders were using seventy-six delivery rigs. Now the work is done with twenty wagons and twenty-two horses. One of the most interesting features of the Ann Arbor Merchants' Delivery Co. is the fact that it is building an increasing business in distributing goods to the merchants as well as to their customers. Jobbers having occasion to send regular shipments of package goods to the merchants find this a cheap and convenient way of handling their trade. A wholesaler c dies, for example, makes a r weekly delivery to some merchants. By using the mer own system the whole lot is s to the central station, opene then the allotment to each m is delivered in the course of calls at the stores. This co candy jobber only 10 cents livery, or about $2 for a shipment. The fact that thi of business can be done with s ly any additional expense m desirable for the company, w saves the jobbers a large perc of local distribution expense.

The use of delivery coupo been found to be a great co ence at Ann Arbor. These c are in the form of tags and ar for in cash by the merchant buy them in large quantities eral hundred at a time. In ca C. O. D. delivery the tag is form of an envelope, into the driver puts the money col These deliveries are increasi volume: it is a light day wh company does not make two dred of them, and as high as hundred and forty-five C.

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Buildi
Philadelphia, Pa.
Telephones { Bell Spruce 2608 2609 Keystone. Race 746

ions have been handled in The fee for these deliveries ighth of a cent more than rdinary delivery.
f the useful things worked he long experience of this s the definition of a deliv- grocery delivery has finally ined as less than one hun- nds of goods contained in e than three boxes or bas- delivery at one time to one r. A butcher delivery is less than fifty pounds.
the Ann Arbor plan the bility of routing the goods p to the merchant, who is d with a route book from o mark the tags. In the tation is a long platform on vith the floors of the deliv- ons, which are backed up to e of it as they bring in the om the stores—each wagon pot indicated by its route
The shifting of the goods his platform and into the wagons is done with aston- uickness and ease. All the reclaimed by the drivers leliveries are made and are the central station office as of delivery. Of course bears the name of the mer- r whom the delivery was

grocer who is a shareholder elivery company pays three ee-eights cents a delivery non-shareholding grocer d one-eighth, while outside its in other lines of trade cents for an ordinary deliv- ten for a special. The fee eat delivery for a member nd three-eighths cents, while ide butcher pays three and th.
er successful co-operative plan, showing that co-oper- livery will succeed in a small s in operation at Marengo, h only 2,000 inhabitants. consolidated merchants' de- ystem has been in operation years, and neither the mer- nor their customers could ced to return to the old prac- deliveries by each individual eper.
grocery stores and two arkets are the only direct ers of the system, which is d by two drivers and two . The wagons are of the type, having separate com- nts for oil and gasoline. They make four deliveries a day—eight o'clock and ten in the forenoon, and two and four in the afternoon. The only criticism made of the system by any merchant is that some of the stores sometimes delay the wagons a little and prevent them from starting on schedule time.

The only distinctive point of difference between this system and that suited to towns and cities of a considerably larger size is the fact that no central station for the redistribution and routing of merchandise is necessary. This, of course, implies a large proportionate saving of expense and avoidance of investment. Just how large a town may be successfully served without a central station is a problem that is to some extent determined by the situation of the stores and other local conditions. There seems to be a reasonable basis for the belief that a town of 3,000 or 4,000 inhabitants, and possibly of 5,000, may be successfully served without a central station, provided the stores are comparatively near together.

Each Marengo merchant pays for his delivery service in strict proportion to the volume of his deliveries. Drivers are not permitted to solicit business or to collect bills for merchants. The delivery company is held strictly accountable for breakage and loss of articles intrusted to it for delivery, and the merchants hold a reasonable deposit of cash to cover claims of this character. There is apparently no reason why a fair amount of subsidiary business from merchants in other lines and from private individuals may not be secured by the consolidated delivery company in the small town as well as in the larger one.

The extent to which the principle of co-operative deliveries may be applied in the cities and villages of the United States is suggested by the fact that, according to the last census report, there are 1,172 cities of 2,500 to 5,000 inhabitants; 629 cities with a population of 5,000 to 10,000; 372 cities containing 10,000 to 25,000 inhabitants, and 11,784 incorporated towns of less than 2,500 inhabitants. In round numbers, then, there are 14,000 incorporated towns and cities in this country in which a co-operative delivery system, if sensibly organized and administered, would be safely practicable and would probably work out a decided economy for the merchants in those places.

"S. & H." Green Stamps

Hamilton COUPONS "The Sperry Magazine"

THE TRIPLE APPEAL

¶ WHY not take advantage of an established demand? Discriminating trade that pays CASH is looking for the "Sperry" Service. Let us give you the facts and figures—your inquiry incurs no obligation.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

WITH THE EDITOR

Is There Room?

I have been greatly interested from time to time, in seeing the beginning and the end of numerous small businesses. For example, while riding on a trolley car I would pass a vacant store property, so often that its sightless eyes became familiar. One day I would note signs of coming occupancy, and a little later a sign would appear in the window that on a certain day the store would be occupied by a new enterprise. Sometimes it would be a grocery store, sometimes a delicatessen, sometimes a candy store, and sometimes something else. I am fond of speculating over the founders of these little enterprises, the high hopes with which they were being launched, the source of their capital and so on.

The little store would open, usually with everything new and spick and span, and I could see the proprietor, or his wife, or the clerks, standing inside from time to time as I passed, ready and waiting for the customers who sometimes came, but oftener, perhaps, did not. Then one day as I passed —this has happened so many times —the place would be closed again. Sometimes there would be a constable's or sheriff's bill in the window. The little enterprise, started in such high hope and spirit, had gone down to defeat. Its money was gone and who knows what prospects shattered.

As I say, I have had this happen under my eyes a great many times. It has happened so often that when I see one of these small neighborhood stores open now, I begin to look forward from the very first day to the day when I shall pass there and see it closed again. I have reached a conclusion as to why this thing occurs so often. I don't believe that one of these people out of ten sits down before he opens a store and debates with himself—or better still, with somebody else—whether there is any real need for the store he is proposing to open. If he did, and acted on the conclusion he would draw, nine out of ten of these stores would not be opened at all. I believe the opening of a new store to be about the loosest thing a man does, considering its importance. He wants to go in business for himself. He looks about and sees a vacant place and he opens a store. Where is his trade to come from? Aren't there enough stores in the neighborhood now? He usually doesn't think of those things. "I'll have as good a chance as the others," he says, if he does think of them, forgetting that even if he gets his share, it won't be a living share if there was just enough business to go round before.

But somebody says, if you want to stand on that, nobody would ever go into business. In very many cases this is true. Why should they if there isn't room for them?

Pure Jackassism.

Messrs. R. H. Macy & Co., New York department storekeepers, had a rug sale and cut the price of Whittall rugs, which are a well known brand of rug sold generally at $50. The Macy price was $44.74. In the sale were other rugs which were not sold as Whittalls, and which were also reduced. The American Fair Trade League has complained to the Federal Trade Commission that this is unfair competition under the recent Federal law.

The theory on which the complaint is based is one of the most remarkable I have ever heard. The man who conceived it is d. f. or a genius, for the I am unable to decide whic argument appears to be thi selected a well known arti cut the price. By that he to attract people to his st to sell them either rugs whi not Whittalls, or entirely merchandise. Therefore th tall rug cut was a bait, whole thing unfair competi

At least I suppose that argument; I cannot figu thing else out of it. Is it markable? There is no cha Macy used the Whittall ru fraudulently sell other Whittalls. In fact the Whi admit that nothing like t done. He simply cut the pr well known article as an a to get people in the store, the League says is unfair tition!

As I have been writing, viction has been taking sh the author of that argum *not* a genius. Will the Trade Commission take an of such arrant nonsense? wait and see. It seems that this fool League ha mad.

ASSOCIATION NEWS.

National Retail Grocers' Association.

The nineteenth annual convention of the National Retail Grocers' Association will be held at New Orleans, May 8, 9, 10 and 11, 1916. The official program is as follows:

FIRST DAY.

Monday Morning, May 8th.

10.00—Half hour allowed for delegates to greet each other socially and become acquainted.

10.30—Convention called to order. Address of welcome, Eugene F. Lyons, president Retail Grocers' Association of New Orleans.

10.40—Invocation.

10.45—Address, "Welcome to New Orleans," by Hon. Martin Behrmann, Mayor of New Orleans.

11.00—Response to Mayor's welcome, by John W. Lux, of St. Paul, past president National Association of Retail Grocers of the United States.

11.10—Address, "Welcome to Louisiana," by C. O. Dantin, president Louisiana Retail Grocers' and Merchants' Association.

11.25—Response to Louisiana's welcome, F. F. Hill, of Boston, Mass., past president Boston Retail Grocers' Association.

11.35—Introduction of National President Frank B. Connolly, of San Francisco. Gavel is turned over to national president, who then takes charge of the convention.

11.40—Introduction of Vice-President John H. Schaefer, Davenport, Iowa. Introduction of national officers and past presidents.

11.45—Annual address, "Review of the Year's Progress," Frank B. Connolly, national president.

12.00—Appointment of committees. 1. Rules and Order of Business. 2. Committee on Credentials. 3. Committee on Auditing.

12.05—Introduction of Mr. E. M. Trowern, secretary the Retail Merchants' Association of Canada. Introduction of Mr. J. A. Beaudry, of Montreal, Canada, secretary Province of Quebec Retail Merchants' Association of Canada.

12.10—Announcement, chairman local Entertainment Committee.

12.15—Recess for luncheon.

Afternoon Session.

2.00—Report of Committee on Rules and Order of Business.

2.05—Report of Committee on Credentials (partial).

2.10—Annual report of the secretary, J. J. Ryan, St. Paul, Minn.

2.30—Annual report of the treasurer, Wm. Jeffery, Hornell, N. Y.

2.40—Annual report of Committee on Ways and Means, Harry Wissman, San Francisco, Cal., chairman.

2.50—Annual report, Committee on Trade Relations, Sol. Westerfeld, of Chicago, Ill., chairman.

3.15—Annual report of Committee on Legislation, John H. Brayshaw, Jr., Washington, D. C., chairman.

3.30—Address, "Credits," John S. Taylor, secretary Minneapolis Retail Grocers' Association.

3.45—State reports. Reading of written reports by State presidents or State secretaries of the progress made by the association in their respective States during the past twelve months. Five minutes only allowed each State to report. Two copies of the report to be filed with the secretary of the convention.

4.30—Convention adjourns for the day.

SECOND DAY.

Tuesday Morning, May 9th.

8.00—Complimentary breakfast to the national officers and the editors of grocery trade papers. Tendered by the "Louisiana Grocer," A. M. Frolich, editor.

10.00—Convention called to order. Continuation of reports of State associations.

11.00—Appointment of Committee on Resolutions.

11.10—Address, "The Grocery Trade Press," by C. M. Wessels, of Philadelphia, advertising representative National Association of Retail Grocers.

11.25—Address, "The N Grocers' Bulletin," J. J. editor.

11.35—Address, "Problems fronting Our National Associ Frank B. Connolly, president

12.00—Report of Auditing mittee.

12.10—Report of Committ Credentials (partial).

12.15—Recess for luncheon

Afternoon Session.

2.00—Continuation of State dents' reports.

2.30—Address, "The Ret Importance in Canada," by Trowern, secretary the Retail chants' Association of Canad

2.50—Address, "Organizatio Montreal," by J. A. Beaudr Montreal, Provincial secret Quebec Retail Merchants' A tion of Canada.

3.10—Report of Committe Changes in Constitution and Laws, by Sol. Westerfeld, chai

4.10—Address, "Organiz John A. Green, of Cleveland, ex-secretary National Asso of Retail Grocers.

4.30—Adjournment for the

THIRD DAY.

Wednesday Morning, May 1

8.00—Complimentary breal tendered to visiting secreta State and local, presided ove

Larose, secretary Retail Gro-
Association of New Orleans.
0—Convention called to order.
5—Address, "The Retail Gro-
Coffee Business," Ross W.
of New York, president Na-
Coffee Roasters' Association.
sion.
0—Address, "The Wholesale
," Theo. F. Whitmarsh, of
York, president National
sale Grocers' Association.
sion.
5—Address, "The Manufac-
Carl A. Lautz, of Buffalo,
president American Specialty
facturers' Association. Dis-
n.
)—Discussion, "The Anti-
ig Stamp and Coupon Deci-
Thos. R. Kinsey, Washing-
Leon Hattenbach, Colorado;
Bratton, Georgia; Chas. Dei-
Missouri; Chas. Thorpe, New

)—Discussion, "Mail Order
s," by John F. Cunningham,
va; W. C. Elliott, Nebraska;
Edgecombe, Texas.
)—Nominations for officers
by five accredited delegates
be filed with and read by the
ary at 12 o'clock noon. With-
ls and additional nominations
hen be made, after which the
ations shall be closed and the
ary immediately prepare the
to be printed.
)—Report of Committee on
tions.
—Adjournment for day.
mer excursion on the Mis-
i.
—Trip on the river to the fac-
f Penick & Ford.
—Return from steamer trip.
ual convention banquet.
—The national officers and
tes and their ladies will be tendered a delightful banquet by the Retail Grocers' Association of New Orleans.

FOURTH DAY.

Thursday Morning, May 11th.

10.00—Call to order.
10.05—Final report of Committee on Credentials.
10.15—Final report of Committee on Resolutions.
11.00—Discussion, "Our National Per Capita Tax," by H. Wissman, of California; J. D. Lukenbill, St. Louis; August Briam, Texas; Albert Kaiser, Pennsylvania.
11.20—Discussion, "To Help Pass the Stevens Bill," by John Brayshaw, Jr., Washington, D. C.; D. E. Durbin, Pennsylvania; John De Venne, Ohio; J. A. Lake, Michigan.
11.35—Question box.
11.45—Unfinished business.
12.00—Annual election of officers for ensuing year.
12.15—Selection of next convention city.
12.30—Good and welfare of the association.
12.35—Introduction of new officers.
1.00—Adjournment sine die.

AMONG THE TRADE.

The agreement between F. H. Fromm and Thomas Roberts & Co., under which their foreign and domestic fish department has been conducted since September 15, 1913, has terminated, and that branch of the Roberts business will be discontinued. Mr. Fromm takes over all accounts, merchandise stocks, etc., resuming business as importers and brokers, under the style of F. H. Fromm & Co., No. 8 South Front street.

—

The Philadelphia Auxiliary of the American Specialty Manufacturers' Association has sent to every wholesale grocer in the Philadelphia territory a most valuable pamphlet, which is really a reference book of the American Specialty Manufacturers' Association and its local auxiliary and all that both organizations are constantly doing for the trade. The book contains a reprint of the objects of the Philadelphia Auxiliary, a copy of the distributor's agreement, names of the officers and directors of the local auxiliary, together with all the committees and a full list of the members. There is also a list of the officers of the American Specialty Manufacturers' Association and of the members, together with the names of the local agents. The book is complete and should be very valuable.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

What Kind of Refrigerator Equipment Have You?

Does it make or lose money for *you*. Your perishable stock is a constant source of loss through spoilage and taint deterioration. It can be made a source of *profit* by means of *proper preservation*. This means that your Refrigerators and display cases must be built on scientific principle of refrigeration. You can save all this loss through spoilage when you install a

McCray Grocers' Refrigerator

Their construction is scientific. It provides for a constant, rapid rculation of pure, cold dry air throughout every compartment of the frigerator. All impurities, moistures and odors are carried off through water-sealed drain pipe and trap.

McCray Refrigerators are used and preferred in the best groceries and delicatessen ores throughout the country.

We make a large variety of styles and sizes of grocers refrigerators and display ises, and shall gladly send you our catalog describing our complete line.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

If This Case Succeeds There Will Be No More Cut Prices of Trademarked Goods

American Fair Trade League Files Complaint Against New York Department Store With Federal Trade Commission Charging Unfair Competition. Department Store Cut Price on Well-known Rug and League Says There Was a Bait.

An interesting question is involved in a complaint which the American Fair Trade League, composed of manufacturers of trademarked goods, has filed against R. H. Macy & Co., New York department storekeepers, with the Federal Trade Commission at Washington, the charge being unfair competition. The League says that Macy & Co. advertised the well known Whittall rug at a cut price and that was evidence of its desire to deceive the public. The unique theory on which this was based is best told by the following extracts from the formal complaint:—

> The American Fair Trade League herewith submits to your honorable Board a certain printed sheet of exhibits "A" and "B," with explanatory comment, as typical evidence of unfair methods of competition commonly used by a corporation conducting a retail dry goods and general merchandise business in the city of New York under the name of R. H. Macy & Co. We ask that this sheet be made a part of the record in this case.
>
> The exhibits are fac-simile reproductions of original clippings in our possession of advertisements appearing in the New York "World" and New York "Herald," two newspapers published in the city of New York, having a large circulation in the States of New Jersey and Connecticut, and, to some extent, in every State of the Union. Trade authorities have estimated that, under normal conditions, at least one-fourth of the sales of large New York City retail merchants are made to residents of neighboring States, either in person or by mail. Evidence of the existence of an important volume of interstate commerce of this character is furnished by the constant purchase by New York merchants of large advertising space in the daily newspapers in States contiguous to the State of New York. The advertiser against whom this complaint is filed maintains its own delivery service in portions of the adjoining States of New Jersey and Connecticut, delivering merchandise daily to residents of those States, on order by mail, telephone or in person, and collecting on delivery, which constitutes in the aggregate a considerable volume of interstate commerce.
>
> Your attention is respectfully called to the great prominence with which low prices on Whittall's rugs are quoted in both exhibits. Whittall's rugs are a standard article and are widely advertised and are sold everywhere at uniform prices, known to all buyers and users of floor coverings. Exhibit "A": Whittall's name and Whittall's reputation are herein admittedly used to make it appear that all other goods sold by the advertiser are priced as low and on the same small margin of profit as the Whittall rugs. The language used is: "The saving on these rugs amounts to only about one-tenth. In many cases we save you a great deal more. Still, even at the rate of one-tenth saving, consider how much you will gain in a year by doing all your shopping at Macy's."
>
> In Exhibit "B" Whittall's name is even more definitely used to injure competitors. The language used is: "Whittall's Anglo-Persian Rugs, our price $44.74. $50 everywhere else. . . . This is about the average percentage by which we undersell our competitors. . . . And as with these rugs, so with everything in our world of merchandise."
>
> All other items listed and quoted in Exhibit "B" are anonymous goods, the titles of which furnish no indication either of quality or of source. It is a significant admission of the drawing power of Whittall's name and of the motive of this advertiser that a 10 per cent. cut in Whittall's rugs should be more prominently featured than the alleged 33 per cent. and 50 per cent. cuts on the nameless merchandise.
>
> We respectfully submit that the language of these advertisements conclusively proves that Whittall's name is used to deceive the public and to lure customers to buy, not the standard Whittall rugs, but the anonymous merchandise quoted at greater discounts from the alleged "regular" prices.
>
> We respectively submit that these advertisements are not an exceptional instance, but are typical of the general practice of this advertiser in the use of standard popular merchandise as "bargain bait."
>
> We respectively submit that the circulation of the newspapers in which these advertisements appeared covers many States and that this misleading use of Whittall's name injured not only every rug dealer where the advertisement was read, but every retailer of every kind of merchandise which this advertiser sells.
>
> We shall be glad to submit to your honorable Board further evidence in substantiation of the complaint herein made and we ask for a hearing hereon.
>
> Yours respectfully,
> AMERICAN FAIR TRADE LEAGUE,
> Edmond A. Whittier, Secretary.

Appended to the complaint is a statement by a representative of the Whittall Co. in which appears the following: "I think none of the shoppers were told a rug was a Whittall when it was not, but they came in looking for Whittall rugs and if they wished to know if it is not a Whittall, they had to inquire, when the usual reply was that it was just as good or better."

The "Interstate Agency and Exchange" Is the Latest Co-operative Buying Scheme

Emanates From Philadelphia and is Being Promoted by Firm of Investment Brokers. The Scheme Told in an Unconvincing Letter. No Information Available on Many Vital Details.

Here is a brand new co-operative buying scheme. Up to the receipt of the following request for information we had not heard of it:—

> Arcola, Pa., April 18, 1916.
> To the Editor.
>
> Dear Sir:—I herewith inclose a letter from Lindes & Co., which should be of great advantage to merchants, at $2 for life membership. What is your opinion of this and do you think it is O. K.?
>
> Yours truly,
> I. P. WILLIAMS.

Neither of the concerns named in the above letter which this correspondent sends, "De Armond Lindes & Co., investment brokers, Witherspoon Building, Philadelphia," who are promoting the scheme, or the "Interstate Agency and Exchange," which is the scheme itself, appears in the Bradstreet Commercial Rating Book, or in any Philadelphia directory. This is not necessarily evidence that the scheme is spurious, because in the first place it may be new, and in the second place the commercial agencies do not like to rate investment brokers and promotion schemes.

The letter which explains the scheme is herewith reproduced:—

> DE ARMOND LINDES & CO.,
> INVESTMENT BROKERS,
> Witherspoon Building,
> Philadelphia, Pa.
>
> April 13, 1916.
>
> My Dear Mr. Williams:—
>
> We request that you read this letter carefully and give it your immediate consideration.
>
> For several months we have been in close communication with all the wholesalers and manufacturers who supply every line of goods that the general store offers for sale, regardless of what it may be.
>
> You know that the wholesal Philadelphia and New Yor gether with every manufa spend great sums of mone agents and salesmen to sell y things you retail.
>
> We aim to eliminate this cost which comes out of profits, and by so doing in your earnings. To accomplis we have organized the Int Agency and Exchange.
>
> The Interstate Agency an change offers to secure fo everything you have been re at a price that is less than the mission of the salesman, an means a great saving to yo order to get this agreement w wholesalers we must guarante we can show at least 500 g storekeepers who will suppo agency and exchange.
>
> The Interstate Agency an change has complete offices in adelphia. By its successful tion it guarantees to give anything you retail less the of the hiring of agents and ing salesmen. By being th change for all merchandise be impossible to not only giv the best at the lowest cost, b best that the whole marke offer.
>
> This Interstate Agency an change can only be made p by securing at least 500 me and the life membership sh $2. We desire to place thi change in effect before the this month. We are sending limited number of letters onl make this possible we requi this life membership fee of made at this office positive later than Tuesday, April 18 If we are unable to secure quired number of members, t will be immediately returned But under no conditions, reg of what they may be wil pay, will we accept a member Interstate Agency and Excha a date after its organizatio refuse to declare their intent next Tuesday. We are go make this a powerful organ for the benefit of the general keeper, regardless of our ex Are you broad enough to gra opportunity? We expect t from you by return mail, no than next Tuesday.
>
> Very truly yours,
> DE ARMOND LINDES & CO.

If we were asked by th Armond Lindes & Co." to s $2 to this scheme, we shou claim ourselves to be from N and ask to be shown. Who "five hundred general store who will support this agen exchange?" The letter d read convincingly. It does as if the writer understood ject, or knew what had be before in the way of co-op schemes. What does the membership include? What get the member? Has the any goods to sell now? expect to sell any? Where a does it expect to get them? is its capital? Apparently it ply the $2 membership fee hundred members, or $1,000 wouldn't be a drop in the The scheme looks crude an

ould keep our $2 in our unless these questions were swered.

'Modern Merchant and Gro-orld" sent a representative ffice of Lindes & Co. They e room which they use for n business. The young man ge said they had no liter-He wanted nothing pub-ecause he wasn't sure it was o succeed. He had sent out hundred letters like the and showed the "Modern nt and Grocery World" rep-ive two money orders which ne back, but admitted that rns had not been encourag-o date. He said the concern entative arrangement with a jobber, but refused to say was.

License Retail Grocers.

ement to license retail grocers e as druggists was started at meeting of the Brooklyn Re-cers' Association. The new t proposes to have grocers, be-y can open a retail store, pass to their mental and physical ons and their sanitary fitness foods that others have to eat; st be citizens of the United nd they must serve an appren-n a grocery store, the same as tisans. Such a movement, the n argues, would put the gro-iness on a scientific basis.

I-MAID RAISINS
e Nationally Advertised Brand
rnia Associated Raisin Co.
Membership 6,000 Growers
ldg., Home Office, 113 Hudson St.,
go Fresno, Cal. New York

The New York Letter

American Fair Trade League, in Order to Serve Stevens Bill Campaign, Sues Head of National Trade Association. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, April 21, 1916.

The latest effort of the American Fair Trade League to antagonize those who disagreed with its attitude on the Stevens bill, has taken the form of a suit for $50,000 damages brought in the Supreme Court by Dr. Lee Galloway, vice-president of the American Fair Trade League, against George B. Caldwell, president of the Sperry & Hutchinson Green Trading Stamp Co. Mr. Caldwell is president of the recently organized National Trade Association which is opposing the passage of the Stevens bill, and the fight is really between the two organizations. The Stevens bill, if it passes Congress, will give the manufacturer of trade-marked products the right to fix the price at which the wholesaler and retailer must sell his goods.

The suit brought by Dr. Galloway is considered extremely trifling by most persons who have been informed of it. The American Fair Trade League, in order to obtain information with which to fight premiums and advance the interests of the Stevens bill, sent out all over the country a list of blank questions as to trading stamps—whether they had been used, with what effect and so on. This was sent out in the guise of an independent, impartial inquiry, but it was really an attack under cover, upon trading stamps and premiums. A copy of the questions was published in this correspondence several weeks ago.

Some time ago President Caldwell, of the Sperry & Hutchinson Co., sent several of these blanks filled out to Dr. Galloway with the statement that the merchants who had filled them out had sent them to the Sperry & Hutchinson Co., evidently because they desired that company to know the character of their replies. Dr. Galloway claims to have investigated these blanks and to have found that the Sperry & Hutchinson Co. had them printed, and upon that he bases his suit for $50,000 damages. The suit is, of course, not by Dr. Galloway, except by name. It is a move of the American Fair Trade League to weaken the rapidly growing opposition to its pet bill, the Stevens bill.

* * *

The American Can Co. during the week has announced a rather large advance on packers' cans, which gives color to the claim of the packers that it is going to cost them more to pack this year than almost ever before. No. 1 cans are advanced $1.10 per thousand; No. 2s, $1.50; No. 2½s, $2.25; No. 3s, 5-inch cans, $2.25; No. 10s, $4.50.

Summarized Market Conditions.

Tea quiet on account of holiday week. Prices unchanged.—Coffee futures first weaker and then higher on account of duty talk. Actual coffee unchanged; fair demand.—Sugar firm and advancing about 10 points in both raw and refined during the week.—Tomatoes 5 cents per dozen higher during the week on account of revived demand. All other canned goods unchanged.—Domestic sardines scarce and high, packers asking same price on new pack as on spot.—Prunes unsettled, uneasy and tending higher on account of refusal by coast packers to sell futures. Short crop prospects at bottom of the situation; demand fair. Apricots, peaches and other dried fruits unchanged and quiet.—Wheat unsettled, but closes week at advance.—Flour about 20 cents per barrel lower than a week ago; demand light.

Waste Paper Balers
$12.00
AND UP
Buckeye Baler Company
1029 N. Main St. FINDLAY, OHIO

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

TABLE SWEETS

THREE FAVORITES

QUALITY COUNTS

Challenge Table Syrup
Royal Table Syrup
Gilt Edge Syrup

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

How a Manufacturer Can Insure the Grocer a Living Profit

New York Contributor Says it is by Refusing to Grant Price Concessions to Cutters. Over Eighty Per Cent. of Grocery Business is in Hands of Regular Grocers, and Less Than Twenty Per Cent. in Hands of Chain and Economy Stores. The Majority Should be Protected.

Until recently the main problems before the retail grocer were:—

(a) How to run his store on the basis of equal prices with the rest of the grocery trade and make it more attractive through better service which would draw the desired patronage; or

(b) How to sell a greater volume of the trade staples, which make up the bulk of the grocery business, at somewhat lower prices than his competitors, yet with a profit obtained through a better organization of his business, or the greater volume of turn-over as against a lower cost of doing business on staples of large volume; or

(c) How to combine the above two elements efficiently and successfully; that is, to sell standard trade-marked advertised goods at the standard advertised prices which returned a fair profit and combine with them a larger volume of staples on a basis attractive to the consumer and profitable to the retailer.

Whenever the retailer cut the prices of standardized advertised grocery specialties below a point which showed a fair return for retailing service, such a cut in these trade-marked goods must be offset by enough advance on unbranded staples, of less known value, to maintain the average gross profit necessary for the store to show a new profit on total volume, and that principle still holds good.

Within the last few years, however, the retail grocery trade, especially in this section, has seen the growth and expansion of a new character of irregular retailer or retailing wholesaler, giving at his stores less service than the regular retailer, combined with lower selling prices to the consumer, which he is able to do chiefly because of combination facilities for buying in wholesale quantities, or concessions from manufacturers of trade-marked merchandise exacted on account of superior buying and distributing facilities.

The manufacturer who undertakes to market in a large way a grocery specialty, with the aid of the regular retail grocer, is confronted to-day with these basic problems:—

(a) To make the specialty attractive to the retailer it must bear a sufficient profit to make the net margin attractive in comparison with other competing brands or unbranded goods.

(b) It must be sufficiently advertised to the consumer to create a market which the retailer may take advantage of, by his co-operation through selling it to his trade without such cost, through time and effort on his part, as will make it unprofitable.

(c) It must be of such value to the consumer at the price asked, in comparison with competing products on the market, as will get a hold on permanent consumer patronage through service rendered.

Hence, you will see that the problem of the manufacturer putting out a trade-marked grocery specialty gets down in the last analysis to be the same as that of the retail grocer, namely:—

Success must be built upon superior service rendered or it is built upon the sands, which the adverse winds may blow down.

The manufacturers of trade-marked grocery specialties as a rule, because of the facts above stated, in making their retail or standard selling prices on their specialties do allow for a profitable margin to the retailer as a matter of good business, or even of business necessity in marketing their products. On the other hand, having in mind that they must meet the competition of other manufacturers of similar articles, they recognize that there is a point at which it would not be in the interest either of the retailer or of themselves to extend the retailing profit margin, because it is kept in mind that in the last analysis the goods must be of superior value to the consumer else the turn-over would not be there for the retailer nor the business be established for the manufacturer, and both retailer and manufacturer are better off in selling $10 worth of a specialty on a 25 per cent. gross margin, let us say, within a single month, than if they sell $5 worth of the specialty under normal conditions at a profit margin of 30 per cent.; in one case the gross profit would be $2.50, in the second case, though larger per item, the gross profit total would be only $1.50, and the relation of profit to turn-over must always be taken into consideration.

Assuming, therefore, that the profit margins allowed the retail grocer by the leading manufacturers of grocery trade-marked specialties are fair and right, as a rule, and made with due relation not only to the retailer's cost of doing business, but also to turn-overs, you well know that when a grocer, who gives equal service, makes lower prices on price standardized trade-marked goods, he is either selling them at less than a fair profit, in which case he must make it up on other goods of less known value, or he has organized his business on a more economical basis than his competitor and the price which he makes will soon become the standard price for these goods on the basis of what the service is worth—which condition his competitor must meet if he is to hold the business—or else, the price-cutter is enjoying a concession, quantity or otherwise, in the purchase of the goods, which enables him to undersell his competitor in retailing at a profit—a special privilege contrary to all ideas of fairness in marketing and to the American principles of business.

The elements of service given to the consumer by the retailer are all worth something to the consumer and are recognized as being of value, which the majority of consumers have always paid for and will always be willing to pay for.

Therefore, it is not to the interest of the regular grocery trade, or of the consumer, much less of the manufacturer of a trade-marked article, who expects to build his business on good will and value, that an irregular form of retailer, obtaining wholesale buying concessions, should combine these concessions with a saving in service to the consumer to the end that the value of standard merchandising should be destroyed under regular and normal conditions of merchandising.

It is only natural that if a woman finds prices higher in one store than in another, on the same brand of goods, the average woman will think only of the price and not of the often wide difference in service performed.

This is not a good thing for the manufacturer who expects to do business with the service grocer, because it destroys the value of his article in most of the s which he expects to get l ness. It is not a good thin regular retailer who must g ice, because it destroys the his service in the public mi

To permit standardize marked merchandise to b cut prices by the irregular is to invite a lack of confi the quality of the goods part of the public.

More than 80 per cent. grocery business of this c still in the hands of the re tailer, and he has no reaso the large organizations stores, department stores like, *if these concerns do trade privileges which are tended to the individual* because if the large de store or chain store org had to do business on the the same overhead cost as able to do it on, they wo go out of business. The o that enables these irregula izations to go forward as now doing is concessions fr ufacturers of trade-marke that enable a lower selling such organizations on sta merchandise to draw tra those who cannot afford these prices on the basis of which they get and th which they give.

Retailers representing th and legitimate grocery trad day in the large majo whether you remain so or pends upon your own abilit the condition which confro namely, to require of the turer a fair policy in deal you, and certainly it is no u a fair requirement that, i ates a market for his pro the consumer and expect handle it, he ought to prot selling it at a fair profit, permit others of his sales resented by irregular reta tablishments, to undersell to undermine the good will trade, as well as his own.

FREDERICK W.
General Ch
New York, April 19, 1916.

Dayton Moneyweight Sc
S. M. TEMPLETON
1313 Arch Street, Philadelphi
District Sales Manager

uld be pleased to have for publication in this column the ideas of our readers upon trade topics, erstood that we do not hold ourselves responsible for any views expressed therein. All com- must be accompanied by the writer's name and address as an evidence of good faith, but not for publication. All inquiries within our power to answer will also be noticed in this department.

ther Aluminum Scheme.

Brunswick, N. J.,
April 13, 1916.

Editor.

Sir:—A number of dealers city have been shipped from $300 worth of aluminum the Consolidated Alumi- of Oak Park, Ill. company made a canvass m for every prospective cus- he dealer should purchase nsil. The dealers claim the shipped is far in excess of eds. Do you know anything e concern?

JOSEPH NEWS SONS.

paper has several times pub- atter regarding these alumi- nemers, most of which has favorable. There are sev- ncerns doing this kind of with aluminum ware and er advises subscribers to thing to do with any of

* * *

s Appeal to Our Subscribers?

York, N. Y.,
April 19, 1916.

Editor.

Sir:—Much has been heard Stevens bill recently, and ntiment is slowly growing avor, more drastic action taken by all persons inter- favorable results are to be at the coming session of s.

t card campaign along the g lines should produce re-

ch individual retailer mail ard daily to the Congress- n his district and also one enator. On this card let e some pertinent reason hy the Stevens bill should a law. Every wholesale very manufacturer, every every organization of ers, of manufacturers, of and of clerks should do

st of such a plan to any one or individual would be but per day. Cards could be one hundred days at a cost 2.

se this plan was adopted by ls and organizations all United States and the cam- paign carried on for one hundred days. What effect would it have on the lawmakers at Washington? Imagine thousands of cards pouring into the Capital daily; hundreds to each Congressman and Senator. Could they well afford to overlook the demands made?

Every merchant can give a hundred reasons why the Stevens bill should become a law. For the purpose of the above campaign these should be presented in a concise, snappy and to-the-point form. No stereotyped rules should be followed, but rather an endeavor should be made to instil a personal note into each communication.

The writer sincerely hopes if this plan is considered feasible that all trade papers and other publications interested will copy—that it may be given the widest publicity.—The Stirring Rod. Yours truly,

JAMES A. ARKIN.

* * *

Gummed Wrapping Paper.

Brooklyn, N. Y., April 19, 1916.
To the Editor.

Dear Sir:—Inclose please find a piece of paper. You'll please notice that it contains some dry paste on one side. It comes in a roll, weighing one pound. It is used to paste up boxes or packages when you wet the pasty side.

Kindly tell me where I could get it here in New York and about the price per roll.

Thanking you in advance.

Yours truly,
S. H. WOHLBERG.

National Binding Machine Co., 260 West street, New York City. About $2.25 per dozen rolls.

* * *

Information Wanted About Talc.

Raleigh, N. C., April 11, 1916.
To the Editor.

Dear Sir:—I have an inquiry in regard to the use of talc and of a probable purchaser of same. If you have any information in regard to the consumption of and use of talc and where same could be disposed of, etc., I would thank you for it.

Yours very truly,
W. M. ALLEN,
State Food and Oil Chemist.

Smith, Kline & French Co., 429 Arch street, Philadelphia, can give you information about talc.

HARISCO STANDARDIZED COFFEES

Royal Special	Royal Crest	Royal Cup
Royal Stag	Royal Lance	Red Seal
Royal Signet	Royal Mail	Jamestown
Royal Pennant	Royal Seal	Sirrah
Royal Currier	Royal Scepter	Astor House
Royal Gauntlet	Old Hermitage	Waldorf
Royal Helmet	Harisco Special	Royal Stag Java
Royal Standard	H Blend	and Mocha

"KUP KWALITY FIRST KONSIDERATION"

If You Are a Doubter, Read This

¶ We believe we can find, on the list of **Harisco Standardized Coffees,** the best Coffee that a grocer can find anywhere to sell at a given price and leave a fair profit.

¶ Say he wants a standard staple Coffee to sell at 25 cents, or 35 cents, or some other price.

¶ Of course he can get at a hundred places Coffees to sell at those prices, but after he has them established will they remain uniform? They will not, unless they are **Harisco Standardized Coffees,** for nobody else in the whole Coffee field uses the method that we use to keep our **Standardized** line uniform.

¶ We can refer any doubters to other retailers who have proven this.

WILLIAM B. HARRIS, Pres. CHAUNCEY H. MARSH, Treas.

William B. Harris Company

Old Dutch Mills

COFFEE ROASTERS

COFFEES, TEAS, SPICES AND COCOA

65 Front Street NEW YORK

The Grocery Markets

Tea.

The tea market shows no change for the past week. There is a decided scarcity of low and medium grade teas in this country and the market is in consequence down pretty close to hard pan. Everything in these grades of tea is steady to firm without any possibility of getting concessions from the list on anything good. The demand is fair.

Coffee.

The coffee market shows no practical change so far as actual coffees are concerned. The German situation, which has depressed most stocks, has also depressed coffee options, but this has not affected actual coffees, and prices are about the same on all grades of Rio and Santos as they were a week ago. The statistical position of Brazil coffees is strong, and many believe that if it were not for the depressing influence of the war prices would go higher. In fact it is hard to see how they are not a safe purchase even now. Milds are firm and unchanged in price. Java and Mocha quiet with Javas very scarce and firm.

Sugar.

The sugar market is about 10 points higher than it was a week ago, both as to raw and refined. The scarcity of raw sugar has pushed the market up again, and the highest quotation now heard is 6.27. Already the season in Cuba has begun to wane. Refined sugar has also advanced and granulated now ranges from 7.25 to 7.30. Consumptive demand for sugar is good.

Syrup and Molasses.

Glucose remains unchanged for the week and sweets generally are taking a back seat. Compound syrup is dull and unchanged. Sugar syrup still very high but quiet. Molasses unchanged and quiet.

Fish.

No change has occurred in mackerel, although some holders seem to think that there is a slight tendency towards lower prices. If so it is not very material. The market is dull and very high. No new shore mackerel will be available before May or June, and no new Norwegian mackerel, if any come at all before August. Cod, hake and haddock are dull and unchanged, the supply being very low. Salmon is active, but shows no change in price. Domestic sardines are unchanged and very high. The new pack will begin in a week or two, and prices will probably for a while be no lower than for spots. Imported sardines still very scarce and very high.

Canned Goods.

Tomatoes are high by reason of a better demand which struck several markets simultaneously. The market is 2½ to 5 cents per dozen higher on Maryland 3s. The statistical condition of tomatoes is still very strong. Corn and peas, both spot and future, are unchanged. Apples dull and weak. California canned goods show no change and in quiet demand. Small Eastern staple canned goods dull and at ruling quotations.

Beans and Peas.

Domestic pea beans are exactly where they were a week ago. Demand is fair. Marrows are also about where they were; perhaps a shade higher than a week ago. California limas and Green and Scotch peas are unchanged and dull.

Butter.

The receipts of butter are commencing to increase, and the consumptive demand is very good. The receipts are cleaned up on arrival, but a further increase in production is likely, and a slight decline is probable as the season advances.

Eggs.

The egg market is unchanged. Receipts of eggs are increasing and large quantities are now going into cold storage. The quality continues to be the best of the year. No change seems likely as long as the storage demand continues.

Cheese.

The market for old cheese is fair at unchanged prices, with a normal consumptive demand. New cheese is commencing to arrive, but the quality is only fair. New stock is meeting with a ready sale at 1 to 2 cents under the price of old cheese. The make will increase and new cheese will probably decline in the near future, while fancy old bids fair to be maintained.

Dried Fruits.

Prunes are still working up and show a slight advance for the week. The demand is fair. Packers are refusing to quote futures, because they have been unable to contract with growers at anything like a favorable price. If this is due to the likelihood of short crop, the high prices which have resulted from it will probably be maintained for some time. If it is due to a squeeze on the part of the growers, it may or may not peter out shortly. The demand for prunes is fair. Apricots, peaches, raisins and currants are all dull and at unchanged prices.

Provisions.

Smoked meats of all cuts are steady and unchanged. There is a good Easter demand. Prices continue steady to firm and the light stocks will probably prevent any decline soon. Pure and compound lard are firm at unchanged prices. Dried beef, barreled pork and canned meats are in moderate demand and at unchanged prices.

INDIVIDUAL MARKET REPORTS.

Wheat.

The wheat market has been backing and filling this week without much net change. We expect to see the wheat market fluctuate within a very narrow range until after the Government report is issued in May, giving the area of winter wheat abandoned. At this juncture it is of interest to note the condition of wheat on April 1st in the large winter wheat States, as it will show in a striking way the very poor prospect this year as compared with last.

	Condition, April 1, 1915.	1916.
Ohio	87	66
Indiana	90	58
Illinois	90	57
Missouri	86	66
Nebraska	96	88
Kansas	89	80
United States	88.8	78.3

Area, 1915, 41,263,000 acres; 1916, 37,256,000 acres.

We must also be prepared for a short crop in Canada and our own Northwest, for the reasons discussed fully in our former letters, viz.: lack of fall plowing and lack of labor. With good weather this and next month it may be possible to partly overcome the present handicap.

So far as the flour buyer is concerned, we believe that the railroad situation is of far greater importance than crop conditions. There is every prospect of a severe clash between the trainmen and the railroads. The former seem to be determined upon obtaining their demands for shorter hours and higher pay and the railroads will face bankruptcy if the demands are granted unless they can secure from the Interstate Commerce Commission a further advance in freight rates. If arbitration fails and a strike results, there may be a complete demoralization of traffic resulting in a shortage of foodstuffs in the East.

It seems to us that it would be the part of wisdom for every flour buyer to check up his stock and lay i supply. Sometimes it is very e to defer buying flour in the getting it at the very lowest nic cents or 25 cents per barrel is a matter to consider when th prospect of running out and h means of replenishing. It is wise and pound foolish" policy. way of thinking the present flour is low enough. It is o where the baker can make m it seems to us that with the favoring an advance the pres of prices should be attractiv prudent buyer.

Domestic demand for flour and while millers are pressi products on an unwilling mar difficult to convince the flour b with the present outlook for crop in 1916, the price is low.

We believe that there will if any change in wheat prices u the Government report is issue

SHANE BROS. & WIL
Philadelphia, Pa.

Foreign Grocery Special

Olive Oil continues to climi Besides, the Italian exchange vanced rather materially during few weeks—all of which is have a serious influence upon t prices of olive oil in this coun demand continues excellent.

The stocks of the long-kee riety of Italian garlic are grad ing exhausted. Under ordin cumstances quantities of Mexic would be here to take the pla Italian, but just now it is ex difficult to secure prompt ship garlic from Mexico in view of turbed condition of the countr isiana fresh garlic will soon b market, but the time for the this commodity will be a very s this season, because new Itali is already offered by Italian shi shipment as early as the last next month. The garlic sit therefore an extrordinary one mands extreme caution on the the buyer.

Spanish red peppers (pimen tinue in very good demand, an in Spain, according to report from our agents are very lim prices steadily advancing.

The steadily advancing prices tonseed oil have lessened the d between the price of cotton oil pure olive oil to such an extent trade is beginning to use mo olive oil in place of the large q of blended oils which have b heretofore. Our sales, and we that the sales of our competi show the same result, show quantity of blended oil and a v larger quantity of pure olive compared with last season. Th cottonseed oil goes, the more p oil will be sold.

STROHMEYER & AR
New York.

Rice.

As usual during the week p Easter, the demand for rice w closely confined to immediat The constant withdrawal for distribution has depleted supplie in the ordinary course of tr have to be replenished in the ture. For this reason buyers entirely indifferent to offerings, market is being carefully watch ceipts are light and warehouse of Honduras and Blue Rose a fairly assorted. Extra fancy H continues very scarce and is bri premium, while the medium owing to the advance in price duced stocks of Blue Rose, h vanced a full ¼ cent, and we much higher prices in these gra

Advices from the South al Atlantic coast report condition

A HOUSEHOLD NAME

Your customers know the good uses of

MAPLEINE

ORDER FROM

WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.

JOHN DEAN
801 Empire Building
Pittsburgh, Pa.

H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

n With Sales Ability

ave a few desirable openings for
of this type to call on Grocers in
ction with Star Egg Carriers and
. Sixty-three per cent. of the
rs of the country are already us-
tar Equipment. To men with
n selling ability we can offer an
dingly interesting proposition.

For particulars, apply

EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
OCHESTER, N. Y., U. S. A.

Sales Repeater

LEISCHMANN'S YEAST

purchased, say, two three times every ek by the housewife o bakes. And every e she comes in for 'cake of yeast'' you ve a fine chance to talk up and sell her ier things too.

putation and Standing of

er Baker & Co.'s a and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand sfied customers, in the long r the most profitable trade.

he Baker's Cocoa and Baker's e have this trade-mark on kage and are made only by

ER BAKER & CO. Ltd.
1780 Dorchester, Mass.

no improvement over last week, as trade remains very quiet, although merchants are offering stocks based on prices prior to the advance.

At New Orleans the clean rice market shows less sales made during the week at a further advance, while offerings of Blue Rose are becoming smaller every day. It is freely predicted that by the middle of May there will be very little Blue Rose left in millers' hands. Japans continue very strong and in good demand. Broken rices are almost unobtainable.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills are holding very strong at full list prices. The Millers' Association showed stocks on hand April 1st to be about 1,250,000 pockets, and with a 700,000 out-go during April (if the demand does not fall off during the last part), it will leave but 500,000 for the balance of the season. This condition seems to indicate extremely high prices for all grades by the first of June.

D. TALMAGE'S SONS CO.
New York and New Orleans.

Spices.

The market has shown very little change during the week. April and May are usually the dullest months in the year in the spice line. With any unusual demand during late May or early June, the market is likely to react and higher prices are likely to prevail.

Pepper.—In fair demand at prices which are slightly easier. Cables, however, for far-off futures continue to quote high prices.

Cloves.—Somewhat firmer. Cables from London show an advance. The heavy consuming season will soon be on and higher prices are probable.

Pimento (Allspice).—There is an unusual demand for this article from England at present, which has had a tendency of keeping prices firm here.

Mace.—In fair demand at steady, but unchanged prices.

Nutmegs.—Are in large demand Nearly every offering made lately has been quickly taken up. The consumption, we believe, has increased. High prices are likely to remain in effect during the spring and summer.

Cassias.—China grades are slightly easier. This is due no doubt to the large importations just in on the steamer "Daylight." Batavias are scarce. Ceylon cinnamon is firm and in large export demand.

Gingers.—African is steady. Cochins are firmer. Jamaicas are steady and in fair supply at present.

Tapiocas.—Are in fair demand at firm, but unchanged prices.

Paprikas.—No special change to report. The better grades of Spanish are in small supply here. Prices in Spain are up one-half cent.

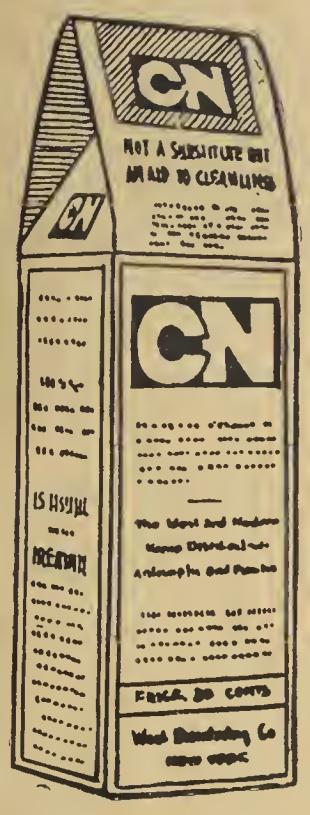
McCORMICK & Co.
Baltimore, Md.

Imported Fish Specialties.

We regret that we cannot report a betterment in the imported sardine situation. A few fish are being taken, particularly in the north of Norway, but the prices paid for the catches, owing to the enormous demand, are so high that packers are unable to quote reasonable figures for the finished product, particularly in view of the fact that whatever is packed finds ready sale in the countries now at war. Besides, Scandinavian exchange has lately advanced about 10 per cent. above normal; in fact, rather more than that. Freight rates and insurance rates are higher than ever before. All in all, Norwegian sardines bought at present market level would calculate so high that they cannot find ready sale in the markets of the United States. This explains the exceedingly limited arrivals of Norwegian sardines.

From Portugal small lots of sardines are arriving here and there, and were

"Preparedness"



Be prepared for the increased demand for

CN

The cleansing disinfectant that our campaign of 1916 is bound to produce for the grocer.

CN, the combined cleanser, disinfectant and deodorant for household use is a sure seller.

Link your store with our campaign by placing one of our new attractive window displays.

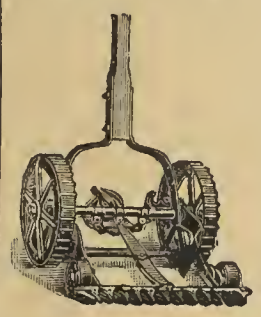
Your jobbers will supply your need promptly.

"Have it on hand to meet the demand"

West Disinfecting Company

HOME OFFICE
12 East 42d Street, New York, N. Y.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Can We Make You a Window Display?

¶ 200 posters, 100 painted walls, 100 painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

it not for the fact that the demand and consumption are limited owing to the high prices now prevailing, there would be a marked scarcity of Portuguese sardines in this market.

The herring market remains unchanged. Newfoundland and Nova Scotia herrings have in many instances taken the place of the imported article, because it would be impossible to import Norwegian herrings at the present price level at which they are finding ready sale with Germany, Russia and Austria.

Our agents in Norway sent us a report of codfish caught up to date, and official statistics show the quantity caught this season to be a little more than half the quantity that was caught last season up to the same time. Only about one-third of the quantity prepared last season for roundfish was hung for drying this season, which fact is explained very easily. Dried fish will not be ready for export before June or July at the earliest, while the very same fish, if salted, is ready for export in a few weeks. There is such an enormous demand for the salted codfish from the countries now at war that it is only natural that the fishermen there prefer to prepare the salted codfish, which they can readily sell at enormous prices. From this can be seen that in view of the fact that last season's stocks of dried fish are entirely cleared, this coming season will bring us enormously high prices for all kinds of stockfish, even if the catch should be an exceptionally big one.

STROHMEYER & ARPE CO.
New York.

All Coffees Should be Standardized.

So says the Wm. B. Harris Co., of New York, the pioneer in standardizing coffees. Recently the city government of New York established standards in coffee and are now buying their coffees on the regulations set out by them. The city of Philadelphia is investigating these standards and most likely will adopt them. Mr. Harris, who is the U. S. Government coffee expert, assisted in drafting these standards for New York.

The readers of this paper who are desirous of having their coffee run even all the time will find it to their advantage to get in touch with this firm. —Advt.

ITEMS OF GENERAL INTEREST.

Time Limit Extended for Use of Serial Number Guarantee on Food and Drug Labels.

Labels of food and drug products containing the serial number guaranty issued under the Food and Drugs Act, which were printed prior to May 5, 1914, may be used until May 1, 1918, according to Food Inspection Decision 167, issued on Thursday last. This decision, which is signed by the Acting Secretary of the Treasury, the Secretary of Agriculture and the Acting Secretary of Commerce, was issued after the U. S. Department of Agriculture had held a hearing on the subject and made an investigation of the number of labels bearing the serial number guaranty which remain unused in the hands of the various branches of the food and drug industries. It was found that manufacturers and dealers in food and drug products generally have removed the serial number guaranty from labels printed since the adoption of the amendment to the regulations for the enforcement of the Act of May 5, 1914, prohibiting their future use, but that some manufacturers have on hand large numbers of labels, costing thousands of dollars, printed in good faith under previous regulations authorizing the use of the guaranty legend and the serial number, which they have not been able to use in the time allowed by existing regulations.

American Canned Goods More Than Ever Wanted in Great Britain.

The trade in American canned fruits and meats was never as great in Edinburgh, Scotland, as it is since the war. Apples (in gallon cans), peaches, pears, apricots and pineapples of several grades sold in largely increased quantities. Beef and mutton sold freely, the business in six-pound cans being remarkable, although prices were high. Pork in six-pound cans was on the market for the first time and, according to a wholesale dealer, was very popular. Ox tongues were in steady demand, notwithstanding this article was an expensive luxury. An important trade in American peeled tomatoes was developed on account of scarcity of the Italian and French products. An excellent business was also done in tomato purée. Prices of all lines were much in advance of the preceding two or three years, owing to higher freight rates and advanced prices of tin and wood, but they were considered "good value," and wholesalers exp hope that the United States able to maintain ample supp year. A feature of the provis ness in Scotland was the disap of Dutch cheese, which found and more profitable market. cheese was offered in fair quan the first time in several years.

A Case of Dishonest Adve

"Simon's Bargain Stores," concern dealing in junk and in San Francisco is in trouble city sealer of San Francisco ground that in his advertisin sorted to highly dishonest ad The concern specializes in all groceries, canned goods that vaged. A deputy from the S cisco Bureau of Weights and has notified Simon that his ment of seventeen pounds for $1 when purchased with other merchandise, is in vio the false advertising section penal code and a misdemean matter was also taken up with Superintendent of Weights a ures, and Simon has decided keep within the pale of the l eral other grocers of similar or price choppers have been the Bureau of Weights and to discontinue this practice in an excessive amount of sug tioned upon the purchase of o modities, as it is misleading a lation of the penal code. Each agreed to discontinue.

"Nationally advertised brands never pay a good profit." Not quite true, friend. Some such brands do not, nor do some unknown brands, especially when you have to cut them to move them.

The average nationally advertised brand pays—considering the work required to sell it—more profit than anything else.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedr Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatir
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Do ino Products"

You Ask for a Talking Point; Here It Is

Salesmansnip must have intelligent talking points, or it doesn't get anywhere. When we ask you to take on **Goldenoyle,** you have a right to ask what there is about it that will make it sell better than other cooking and salad oils.

This is **Goldenoyle's** talking point:—It is the highest grade cooking and salad oil on the market; the richest and most velvety vegetable oil of this class your customer can buy. Did you read what Professor Allyn, the Westfield chemist, said about it?

We are oil refiners of twenty-five years' standing, and we know oil like a book.

Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street PHILADELPHIA

American Sugar Refining Company

A wide assortment of cane sugars will help to please all customers.

The variety of cane sugars which we offer indicates the service and satisfaction of buying from the American Sugar Refining Company, just as variety of merchandise argues service for the retailer.

You can get any variety or grade of cane sugar from the American Sugar Refining Company, including Domino Cane Sugars, in packages, as follows:

Domino Tablet Sugar. Full-size pieces in 2 and 5-pound packages. Half-size pieces in 2-pound and 10c packages.

Domino Granulated Sugar. In 2 and 5-pound packages.

Domino Confectioners Sugar and Domino Powdered Sugar. In 1 pound packages, 24 to container.

American Sugar Refining Company

New York

The Most Complete Line of Sugar in the World

Some Wise Remarks on Advertising.

There's one bally thing I can't get through my nut, and it's this: that so many fellows who are kings when it comes to everything else about business, will let the thinnest schemes on earth be slipped over on 'em when it comes to advertising.

Ever notice that?

I don't put up any bluff at knowing much about advertising. I don't know it all. I don't even know 99 per cent. of it. Understand, I've done advertising, and I've tried to keep after it and watch it and get wise from it so as to know what to do next time. One thing I do know about it, if you ask me, and that's some of the things *not* to do.

It's a heap easier to know what not to do than it is to know what to do, ain't that right?

The other night up in Pennsylvania I was writing a postal in the post office when my eyes happened to light on something familiar. It was the name of an old customer—a fellow I'd left not an hour before—on a big advertising blotter on the desk. A number of the good-natured easy marks in the town had let some slick gent persuade 'em it was advertising to have their cards printed on this blotter and put in the post office.

Here was Sam's ad. I copied it word for word, except for the name. If I was to put Sam's name in this he'd cut the ears off me when I went in there again:—

SAMUEL R. JONES
Dealer in
FINE GROCERIES
Best Quality Groceries and Provisions
WE STRIVE TO PLEASE

Some persuader, believe me! I can just see Sam's sidewalk all choked up with people plumb crazy to get him to strive to please. That sure is a great ad.

I had to go by Sam's again on the way to the station, and I dropped in a minute. He was there and I walked up and gave him a warm handshake. He looked a little foozled that he had to say good-bye all over again.

"Old man," I said, "I feel it's my duty to come in here and thank you. I have just enjoyed a big privilege, due to you, and I thank you from the bottom of my heart."

"How many saloons have you been in since you saw me?" he said, trying to sniff. I wouldn't have believed it of him.

"Nothing of that sort," I said. "I have just read that bully ad. of yours on the post office blotter, and it made such a hit with me that if I lived here, by heck, you could strive to please me all the time. Wouldn't *think* of letting anybody else do it! That's right!"

"This a joke?" said Sam.

"It wouldn't be for me, if I'd spent my money for that ad.," I said. "What did that cost you, Sam?"

"Five Dollars."

"*Five dollars! Five dollars!* Enough coin to buy a hundred nickel cigars. Great Jehosephat! I suppose the blotter wears out in about a week, too."

"Oh, they put a new blotter there six times a year," said Sam.

"I see. Six times nothing is nothing. Great idea all the way through."

"That advertising ain't any good, Sam," I said. "If you want to spend a five-spot why don't you get some circulars printed or put an ad. in your local paper? *Five dollars for that!*"

"Why a lot of people go in the post office," said Sam.

"Sure, but not to hunt up grocery stores," I said. "If a stranger went in who wanted to know where a good grocery store was he wouldn't look for any punk blotter—he'd ask the clerk at the window. Nope, there's nothing to it."

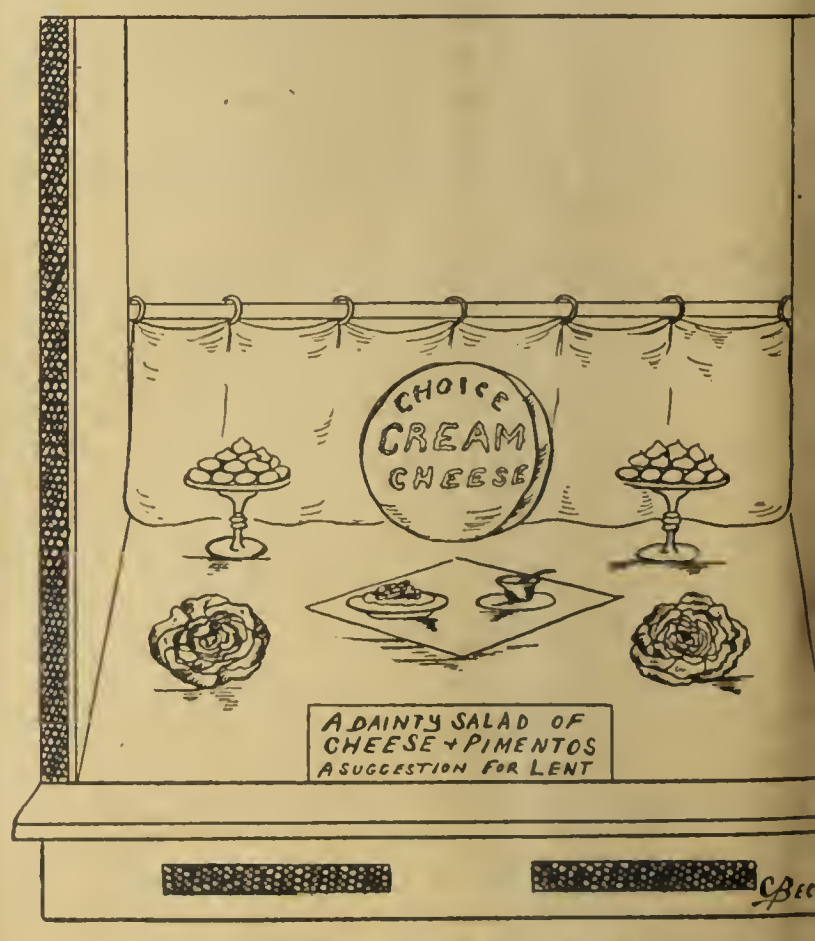
"I think it's all right advertising myself," said Sam, looking sort of bored, I thought.

"All right, if you feel that way about it there's another kind you ought to do along with it," I said, "and that's on fences out in the country somewhere. I'll tell you what I'd do—I'd drive th mare of yours say ten mi town until I come to a w push through the woods to about the middle of the darkest hole I coul tack up one of those blotte two months you can driv tack up a new one. Witl the post office blotter I t advertising campaign wo to the mustard, Sam. Y to get all the chipmunk trade from the blotter in t and I'd figure out that fro in the post office you sta all the fly trade. There on it reading your ad. w it. He may be in here an

"Ain't it your train t Sam.

"Yep," I said, "it is, ol as I go I'm going to s down your throat, wh open your mouth or

Weekly Window Display Suggestio



Cream Cheese Display.

The display of cream cheese is aranged in the following manne the floor of the window with white crepe paper. Directly in front sign card with the words as illustrated. In the center of the win a linen napkin, and on it arrange a plate of cheese and pimento sal of this, place some mayonnaise dressing in a glass set. To make grate some cream cheese, then cut pimentos in tiny cubes and spri the cheese. In back of this, and to the rear, place a large crean skinned clean, and on it arrange the words "Choice Cream Cheese" berries, which are held in place by long pins. At each side of th display pimentos in tall glass dishes. Toward the front, and at eithe the salad, place a choice head of lettuce. At the extreme back, arrange a curtain of crepe paper.

Are You in Doubt ?

t in doubt what baking wder to tie to, to feature l to establish as your der, decide on **Rumford.** ly ? Because it satisfies re people than any other e of baking powder de.

mford powder is a real sphate powder, ideal m every standpoint— m the health standpoint, m the leavening stand- nt.

omething more you l not be displeased to ar—it probably pays a ter profit than any er good baking pow- on the market.

And there is no better, adier seller anywhere.

Rumford emical Works

Providence, R. I.

might as well have pasted that $5 bill on the roof of your store, for all the good you'll get out of it. If you want to advertise, why in thunder don't you advertise?"

I want this referred to the committee on horse sense to find out and report if it ain't right.

THE STROLLER.

Spain's Food Prices Now Feel War's Effects.

Food prices in Spain, though that country is not at war, are feeling the war's effect. A list of foodstuff prices compiled by the Seville consulate, Spain, shows that bread has risen 25 per cent. since August, 1914, domestic butter 142, imported butter 90, coffee 56, eggs 85, flour 80, codfish 100, sardines (largely tinned in this district) 40, lard 30, milk 36, bacon 50, ham 40, lamb 40, veal 40, beef 48, olive oil 14, tea 108, potatoes 100, cocoa 35, cheese 150, tomatoes 100, chickens 75, common salt 25, table salt 100, sugar 60, cabbages and other garden truck 60, rice 60, and fruits 100 per cent. Rents have advanced 15 to 20 per cent., fuel 150 per cent. Shoes that formerly cost $6 a pair are now $8; underwear has increased from $1.50 to $2 a suit, shirts correspondingly. All drugs and medical supplies have nearly doubled. The price of gas has been doubled, as has also the price of electricity for heating and lighting purposes. A comparison of the prices of foodstuffs in Seville, Spain, with those prevailing in the United States shows that they are over 200 per cent. higher. The articles taken for this comparison are bread, butter, coffee, eggs, flour, codfish, sardines, lard, milk, tea. cocoa, cheese, tomatoes, chicken and sugar. Imported tin goods such as fruits, vegetables, soups, jams, jellies and marmalades are quoted at prohibitive prices. A bottle of tomato catsup costs 85 cents, a tin of soup 75 cents, canned fruits 50 cents, jams, jellies, etc., 50 cents, crackers 50 cents per pound, baked beans 75 cents, lunch tongues 80 cents, sausages 70 cents per tin, salmon 40 cents, oysters 40 cents (ordinary 10-cent tins).

Doesn't This Appeal to You?

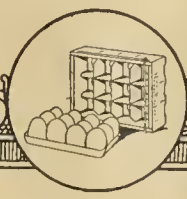
The Chase-O Mfg. Co., in order to create consumer demand for you, have contracted for several hundred billboards, together with painted walls and painted bulletins. Some of these are already in place and the balance will be gotten in shape as soon as possible. These represent permanent, attractive advertisements that are bound to influence many a woman to ask you for Chase-O Laundry Crystals. In addition to this there is a house-to-house demonstration going on that is sure to create sales for you. Chase-O, you know, is that laundry crystal that washes and blues at one time and is guaranteed to be harmless to the hands and goods.

A number of dealers have signified their intention to make the most of this Chase-O campaign by arranging for the effective window display the company is sending out. Every dealer can get behind and push Chase-O, because it pays a good profit and is a sure repeater. Your jobber will supply you.—Advt.

Filling an order in the Star equipped store—"A bottle of olives, a package of crackers, *and a dozen of eggs.*" Convenient, isn't it? And think of the time saved during the busy part of the day.

Why not install this improved equipment in your business? It will bring you big returns. Our booklet 174 tells how. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1517 JAY STREET ROCHESTER NEW YORK

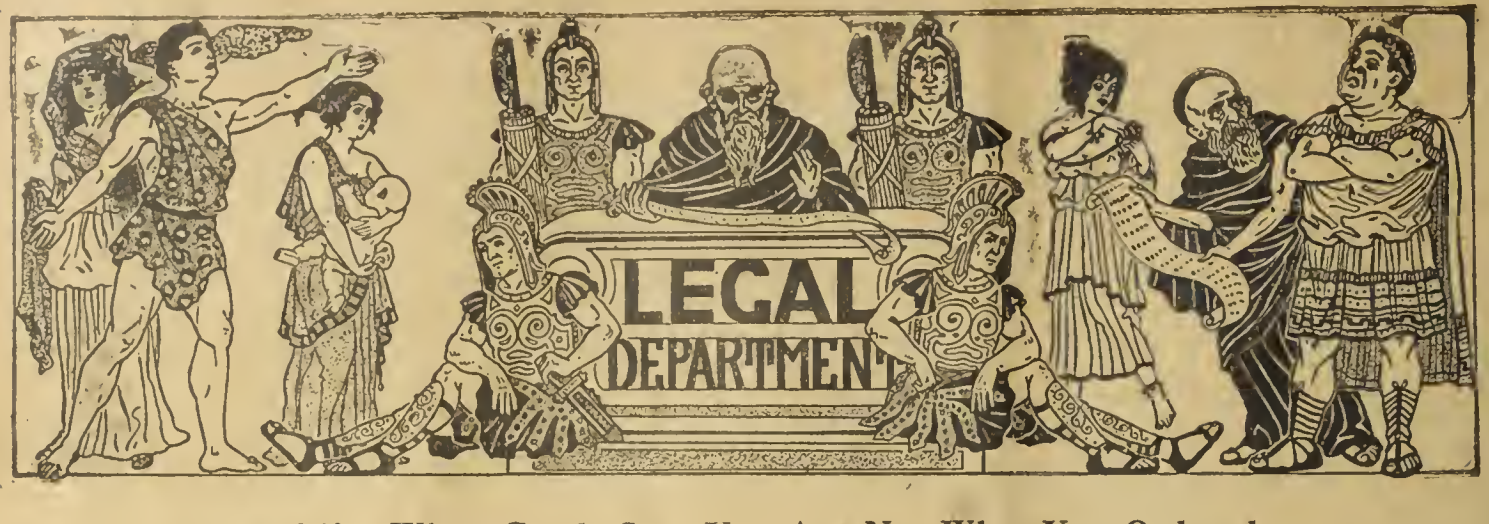
Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.

NEW YORK CITY



No. 360.—When Goods Sent You Are Not What You Ordered.

The point brought forward by the following letter is apt to arise almost any day in the experience of a buyer whose goods are shipped to him from a distance:—

Philadelphia, Pa.

Several weeks ago I bought a bill of goods from a New York house. I have dealt with these people for years, but they have just put a new salesman in this territory and he did not understand his line as well as the former man, and therefore got the order mixed up. The order was for early April shipment, and reached me last week. When I examined same I found that almost half were goods that I had not ordered and could not use. There were the same number of items, but only about half were right. I separated the right ones from the wrong, took the right ones and sent the others back, writing a letter to the firm and telling what I had done. They have refused to receive the items returned, on the ground that the order in which they appear is straight on its face, and the salesman is positive that the order as filled is correct. Will you please advise whether I did right in returning the goods which I did not order, and whether there is any doubt about my having to pay for the full order?

E. K. R.

This situation has often arisen, judging from the large number of cases on the subject, and the correspondent's status depends on the character of the goods, and whether what he bought can easily be separated from the rest. If they can, and he so separated them, my judgment is that he cannot be compelled to keep or pay for any more than he kept. Of course if the matter reaches the courts, he will have to prove very clearly that the goods which he rejected were not ordered. Did he keep a copy of his order, or the memorandum from which the order was made up? Every buyer ought to do that, but practically none but large buyers do.

When a seller of merchandise gets an order and fills it partly with ordered goods and partly with unordered goods, as was done in the above case, the buyer can reject the whole thing. It is not a good delivery, and he can insist that the order be sent complete or not at all. He is not obliged to do any separating whatever.

Or, he can hold out what he ordered, if he can clearly identify it, and return the balance. Of course, if it is the kind of goods sold in the mass, like barrels of sugar or so much grain, no identification of any part would be possible or needed. He could then hold out enough from the mass to cover what he ordered, and send the rest back. But sometimes he could not identify what he ordered, and in that case it must be all kept or all sent back. He cannot keep part. A case exactly in point has been decided within the last month by a Southern court. A buyer bought a job lot of hats, consisting of four dozen of all styles and values. The seller shipped about eight dozen instead of four. The buyer picked the four dozen that he liked and sent the rest back. The seller refused to receive them, sued for the whole eight dozen, and got a verdict. The court said it was not possible for the buyer to tell what hats would have been in the original job lot, and he had no right to go over the eight dozen and simply pick out the best. His duty, the court said, was to accept all or reject all because his own couldn't be identified.

There was another case decided recently—by a Western court. In that case the buyer ordered a specific lot of goods. After some delay, which was the buyer's fault, the seller shipped the exact goods covered by the order. The buyer opened the packages, kept some and returned the rest. Here, too, the seller refused to receive them and sued for the full order. He was given it, too, but on a somewhat different theory. Here there was no denial that the goods sent—all of them—were the goods ordered. The buyer attempted, after receiving the goods, to cut his order down without the seller's consent. This of course he could not do.

Here in a nutshell are t
er's rights when a seller sh
goods different in *quantit*
those ordered.

1—If the quantity is le
those he ordered, he can k
whole or reject the whole.
not keep a part of what w
If he keeps the whole s
he is of course liable
price.

2—If the quantity is m
he ordered, and his own are
of being identified, or th
were sold in mass, he can
own out and return the bala
this case he is liable only f
he keeps. Or he can re
whole thing on the groun

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'
Department Food Store, Dover, N. J.

"We Have It Canned."—"I think has my respect. It is simply
beets are awful high at 9 cents for a see the manner in which scale
little bunch of four or five." But do dled in some stores. A sale
you think that clerk didn't sell her? gives overweight is dishonest
In a second she had in her hand a No. 3 can strawberry beets, ready to slice, at 14 cents. These are more economical, they're a better grade of beet than those on the stand, they're a better color, more dainty looking, and you're saved the bother of paring and cooking, and you know beets take a long time to boil. Thus another consumer was educated.

* * *

If these people knew you carried canned sour kraut and that it required only 15 minutes heating in the can, don't you suppose you'd have a good sale for it all summer? You say, "Oh, that's a winter dish." Not any longer, sir. The canner has created a summer appetite for kraut. He has done more—he has cut out all the odor of cooking.

* * *

Selling Soap Powder.—Here, madam, is a full-weight No. 4 package of washing powder for 15 cents. It's just as good for cleaning your best clothes as it is for mopping your dirtiest floor. It isn't a grainy powder like some and it isn't the kind that sinks in a lump to the bottom of the can. It dissolves quickly and is a great suds maker. It leaves one's hands clean and soft like, same as the best white soap does; it's more convenient than soap and far cheaper to use when you follow the directions you see printed here.

* * *

About Weighing.—A man is known by his weighing. Sixteen ounces to the pound, sir, not a fraction more nor a fraction less. The clerk that is a careful, conscientious man with his scales

* * *

The Advertising.—You're
part of the "follow up" end of
paper or the circular advertis
must clinch the work. It's n
ting up seventy inches of m
appeals to people. It costs n
time. That ad. should be l
heart. It should be made a lo
public aren't susceptible. Th
to be drilled into them. Tall
Make the work a power. Re
main things and show the p
your store is in earnest. The
can happen is a salesman's la
terest. All ads. should be
and energetically followed
men and women behind the co

* * *

Business Is Business.—Ta
ishness isn't business. Talk
private troubles or your fun
ness and you have no right to
things into your work. Ever
your time, sir, is being paid
every hour of that time shoul
estly accounted for. To m
reflects worse taste or is m
perating to a customer than
ble gossip between clerks of
nature that is entirely forei
business. Let nothing enter
business life *but business.* Y
of that counter to make th
yourself—you're there, or s
there, to qualify for somethi
and better, but rest assured
never get there unless mind
and tongue are given up to
right before you.

Everybody
knows Them

KNIGHT'S FLAVORING EXTRACTS have been using epicures throughout United States for fifty-nine rs. The name Knight on extract package is a stamp excellence. Thousands of ilies can be induced to use ning else. Most grocers them; if you don't, do so and you will find that the ds not only sell themselves, that your extract trade increase. You cannot ke a better profit on any t-class brand.

KNIGHT
ooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

was not a good delivery, and any court will sustain him.

3—If the quantity is more than he ordered and the goods are of such a character that he cannot certainly separate his from the rest, as in the job lot hat case, he must keep all or return all. If he keeps some and returns some, any court will give judgment against him for the whole shipment.

The above principles of law are exceedingly useful to know and to keep in mind when such a situation as I have outlined arises. I know one manufacturer who could have saved over a thousand dollars had he only known what I have set forth here.

(Copyright, April, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Dry Goods Business Good.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Wholesale distribution of dry goods for the week is much in excess of the corresponding period of past years.

Road sales continue to exceed those of a year ago, for both immediate and fall deliveries.

Collections are ahead of the same period last year.

Prices are firm.

National Cash Register Co. Offers Prizes to Retailers' Clerks.

The National Cash Register Co. is offering $1,000 in prizes to the employees of retail stores for suggestions relative to the improvement, sale or use of their registers. The announcement states that the total amount will be divided amongst the ninety-nine who have sent in the best suggestions, as follows:

For best suggestion.....	$50
For second best suggestion.....	40
For two next best suggestions, $30 each	60
For five next best suggestions, $25 each	125
For ten next best suggestions, $20 each	200
For 25 next best suggestions, $10 each	250
For 55 next best suggestions, $5 each	275
Total, 99	$1,000

All suggestions must reach the offices of the company at Dayton, Ohio, before midnight, July 15, 1916, in order to be considered in competition. Awards will be made by a committee of three department heads of the National Cash Register Co. at Dayton, Ohio.

Our Corps of Artists

"Heekin Can Since 1901"

is composed of the most expert originators, ready at all times to create suitable and artistic designs.

These designs, when stenciled on

Heekin Heavy Duty Steel Cans

give you cans of not only extreme service and durability, but of attractiveness and beauty.

Heekin Cans preserve perfectly the freshness, crispness and flavor of crackers and the aroma and bouquet of coffee.

Cracker cans, 15½ in. x 27¾ in.
Coffee cans, 15½ in. x 20¾ in.

Send for sample.

The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

The Best Pickle Salesman!
"Crackerjac" Steel Slide Sanitary Display Racks

All over the country the new Sanitary Steel Slide Display Rack has met with a wonderful response. Dealers everywhere are finding that the purchase of this rack is not an expense but an income; that it pays for itself in a few months. It is better made; more convenient, more rigid and durable, and yet lower priced than any rack on the market.

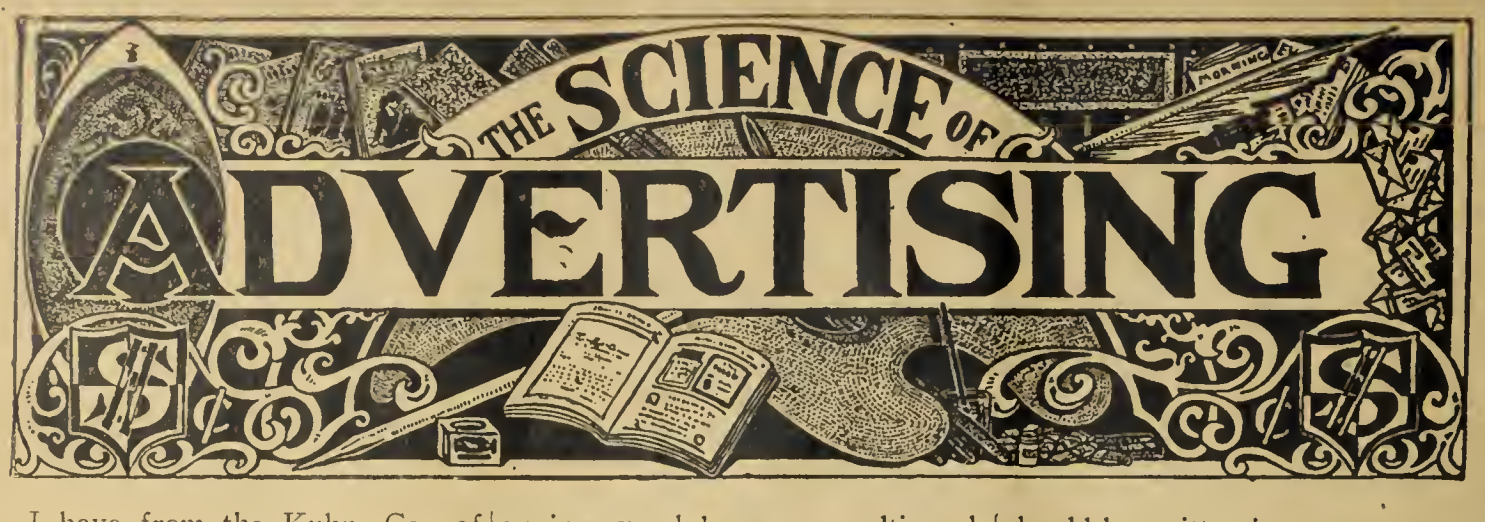
No. 260, 6 Jars, $20.00
No. 258, 9 Jars, $25.00

It conforms to the sanitary laws of the state, the demands of critical customers, and the desire of the dealer to sell goods in an attractive shape and a convenient manner.

Steel Slide Underneath Each Jar. Plate Glass Tops. All Rubber Protected Jar Holders. Resilient Bottom for Jars. Channel Steel Bases with Casters. All Sizes. Send for Catalog.

Salesmen Wanted

Evan L. Reed Mfg. Co.
101 A Street
STERLING, ILLINOIS



I have from the Kuhn Co. of Wilkinsburg, Pa., a sample of their mimeographed advertisement. Several months' ago I described this mimeographed plan of advertising that had been adopted by this company, and reproduced one of the letters or circulars with some comment on it. They are still keeping it up, so that I assume it has paid. The scheme is to typewrite what you want to say and then make as many copies of it as you need, on a duplicating machine like a multigraph or a mimeograph; very likely a mimeograph because a multigraph costs several hundred dollars. The result, if neatly done, looks like a typewritten letter, and makes exceedingly effective advertising, first because it is very cheaply produced, and second because it has a more personal look than ordinary printed advertising matter. It is a good idea, and enables a retailer to make all sorts of advertising experiments without running up big printing bills. Here is the reproduction which the Kuhn Co. send me this week:—

February 1, 1916.

NAVY BEANS

Genuine Michigan hand picked beans are very scarce this year and there is a lot of California beans now on the market, The appearance of these beans is good but they lack flavor and do not cook up well. We know this because we had one lot of them and had numerous complaints.

Hereafter we will have only Michigan beans. A fresh shipment has just arrived and while they last the price will be,
the pound 9 cents.

MALTOID MILK-BONE BISCUIT

Have you a hound around? Here is a new dog biscuit made in the shape of a bone. What bone we know not.

It is asserted that dogs fed on these biscuit have firm teeth, clean skin, bright eyes, vigor and vim.

In fact if these biscuit do all the manufacturer claims they surely will put "pep" in your pup.

One size for puppies, larger size for regular dogs, the box 25 cents

ZAP

The manufacturer of Zap admits that it is a Wonderful Discovery. He says it is made from cornmeal; washes clothes without rubbing, is the best hair shampoo and relieves aching feet; cleans silks, Ermine, hands, motor-boats (probably through an oversight aeroplanes are not mentioned)

However he offers $500.00 in gold (gold, nothing else) if you can prove there is another washing preparation equal to Zap.

After all that we dont see how you can get out of trying it.
the package 5 cents.

3 DAY SALE, WED. THURS. FRIDAY, FEBRUARY 2nd, 3rd and 4th.

Gran. Cane Sugar	25 pound bag		$ 1.59
Gold Medal Flour	49 pound bag		1.89
Break. Blend Coffee	5 pound bag		1.10
Old Monk Olive Oil	quart		.95
Baker's Cocoa	½ pound		.23
Baker's Chocolate	½ pound		.21
Extra Fancy Peeled Peaches,	pound		.16
Extra Fancy Cal. Prunes 40s	"	2 lbs.	.25
Dressing's C. C. Corn	2 tins	Doz.	1.48
Dressing's Tender Hollow Peas		Doz.	1.58
Dressing's Kidney Beans		Doz.	1.10
Griffin's Selection Peaches		Doz.	2.00
Dutch Cleanser	5 tins		.40
Lenox Soap	10 bars		.32
Ivory Soap	10 bars		.42
White Laundry Soap	10 bars		.42
Kirk's Flake Soap	10 bars		.42
Octagon Soap	10 bars		.42
Pels Naptha Soap	10 bars		.42

Three Days Only, Wednesday, Thursday and Friday

The Kuhn Co.

One thing I want to say to the Kuhn Co.: I shouldn't get too facetious in my advertising. It is exceedingly bad policy. Advertising should be written in earnest—*never* in jest. Of course it is all right to make a little gnip here and there, but it should always be incidental to the main purpose. I should never in the world make the whole thing facetious, as has been done in the Zap paragraph. My judgment is that that advertisement is almost enough to repel orders, rather than attract them. It is very bad indeed, I think. The Maltoid Biscuit paragraph is also somewhat objectionable for the same reason, though not as much so as the Zap paragraph. Better keep wit and humor out of advertising entirely. Nothing whatever should be put in an advertisement which would not be effective if spoken to the customer. Can you imagine selling any Zap if the proprietor or a clerk, when exploiting Zap to a customer in the store, should describe it as this advertisement does? Nine times out of ten the customer's face would get red and she would feel insulted. Forever after she would talk about the "freshness" of whoever was guilty of this sort of thing; and what is worse, she would stay away from the store. Be pleasant, conversational, even colloquial if you like, but *never* fresh, sarcastic or flip.

* * *

I want to say again that I believe in this scheme of advertising and commend it to the attention of any reader hereof.

—

NOTE.—**This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.**

Anti-Trading Stamp Bill Killed in Mississippi.

The trading stamp taxing bill introduced in the Legislature of Mississippi recently was killed in the Senate after having passed the lower house. This bill was modeled after the Florida law and imposed a tax of $250 on stamp companies and merchants out the stamps. It was, there prohibitive measure in a sense word, although the tax wa smaller than that imposed by th ington law.

Pennsylvania Organize Notes.

Mr. Smedley addressed the of the Merchants' and Manufa Association of Columbia on Ap The attendance numbered fifty. dent Lucas introduced the Talks were also made by J Oestertag, John Westerman, S Levan and Rev. G. F. G. Ho new members were elected. S S. L. Campbell is the executive organization. It occupies pe and well-furnished quarters and a big work for the town. I. is chairman of the Merchan reau, which takes care of m interests. Columbia is a wid progressive town, the streets ar didly illuminated at night with of boulevard lights and plans a made for a public playground a tional recreation parks.

* * *

Lancaster grocers have invi Smedley to revisit them and arranged to address a meeting 18th. The promise is made t will be one of the largest meeti held in Lancaster. The wholes cers and their salesmen are co ing heartily.

* * *

On April 12th Mr. Smedley Harrisburg in the interest of th

* * *

The retail grocers of Camden were guests of the wholesalers city at a meeting held at Morga on April 13th. About 200 were present. Charles Dickins sided. Addresses were made by Nowland, Senator Reed, William ley and several of the retailer ent. Quite a number of Philad were present as visitors, amon being Mr. A. G. Peterson, of t Products Co.; Mr. Mackey, of logg & Sons, and A. M. Graves tary of the Tri-State Associatio talks were all on grocery top voiced the need of confidence operation. This is one of a s meetings that will be held in towns in this district.

* * *

The Quakertown Board of Tr appointed a committee to find places to erect prosperity signs ferent entrances to the borough t travelers the advantages of the b

* * *

During the past week Mr. S visited Greensburg and Manhei

* * *

Christianna has a good b men's association.

* * *

J. H. Cilley, one of the well- members of the Lebanon Asso died on April 12th. Mr. Cilley ardent organization man and his will be hard to fill.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

SAFE!

Every retailer in business is asked to sign specialty orders, and many of them often hesitate to do it.

There are so many schemes to cheat retailers that unfortunately they have grown reluctant to put their names to anything.

Apparently innocent signatures may turn up promissory notes, many an order in the hands of unscrupulous persons has turned up a while afterward far different from what it was when it started out.

All this is leading up to the remark that the retailer who signs a specialty order which bears one of the above stamps, doesn't run one chance in a thousand that anything will happen to it that he doesn't want to happen to it.

He is as safe with his name at the bottom of a *stamped* specialty order, as he is with his name at the bottom of a letter to his wife.

Safe in every possible way.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to

EXCHANGE DEPARTMENT, Modern Merchant and Grocery World

927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

—

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

—

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

—

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

—

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

—

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & CO.,
West Chester, Pa.

—

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

—

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 pounds capacity; good condition; cost $25, will sell for $8.

Have closed one of our stores and have no use for them.

JOS. LOSOWSKI & SONS,
Trenton, N. J.

—

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

—

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for pr color card, as it will be a bar some one.

W. H. MEISENHE
29 W. Philadelphia St., Yor

—

Offer No. 123.

A National Cash Register, l that registers from 1 cent to $9 three drawers, also a device fo ing out profit sharing receipts, cellent substitute for trading will include about twenty rolls strip paper and six rolls of deta all for $175 cash, f. o. b. Readi

ELMER E. M. YE
738 N. Sixth St., Readin

—

Offer No. 124.

We offer, subject to same b sold, Rolled Oats, as follows:- 180 90-pound bags, per bag... 40 180-pound barrels, per barr F. o. b. Williamsport, with a cwt. freight allowance.

GEO. BUBB & SONS,
Williamspor

Important Notice to those Ad in the Exchange Departm

If the goods advertised do n after four weeks, will the owne notify us, so that the offer may continued? We desire to keep partment as clean and fresh as and if goods don't move in fou they will probably not move at

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

FOR SALE OR RENT

BUSINESS OPPORTUNITIES.

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

FOR SALE.—White Mountain refrigerator, white enamel lined, ice capacity 300 pounds; fine condition; cost $100, will sell reasonable, as I have no use for it. Call or address J. Freas Jones, Rossiter, Pa. 25

FOR SALE.—Stimpson Computing Scale, No. 100, used only a short time and in first-class condition; looks like new; cost $130, will sell for $60. Address E. M. Clammer, 422 Douglass St., Reading, Pa. 24

FOR SALE.—Todd's $30 Protectographs for safeguarding checks. Rebuilt machines, first-class condition, guaranteed, only $10. Address Osbourne, Camden, New York. 18

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

HELP WANTED

WANTED.—About the 15th of May, a young man experienced in groceries and vegetables, capable of operating a Ford car; good salary to right man. Address Samuel Shils, 43 N. Iowa Ave., Atlantic City, N. J. 20

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

THE VALUE O
BRIGHT
STORES
¶ The difficulty of m
ing a sale—whether
be dry goods or veg
tables, jewelry or sho
is increased tenfold
a poorly lighted sto
Other things bei
equal, the Electrica
lighted shop will
more business than t
store which uses oth
illuminants. "Indo
Daylight" can only
obtained by the use
Mazda Electric lamp
The Philadelphia Electri
Tenth and Chestnut Streets

Read The Advertising W
for new and practical advertising ideas in v
lines of trade. Its dictionary of headline
ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1.00 A
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus

This Space Reserved

for

C. Wilkinson's Sons

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Aluminum Cooking Utensils.

Aluminum Products Co., La ange, Ill. (tf)

American Aluminum Mfg. Co., Le- nt, Ill.

Buckeye Aluminum Co., Wooster, io.

China.

axon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

eeny Mfg. Co., 1300 E. Washing- St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New rk City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, APRIL 24, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Fresh Fish
Provisions

DECLINES.

Butter
Flour

—1—

SUGAR.

	Barrels.
Cut Loaf	8.45
Eagle Tablets	9.30
Crystal Dominoes, 24 5-lb. pkgs	10.30
" 60 2-lb. pkgs	10.30
Patent Cubes	7.80
Confectioners' Lozenge	7.45
Powdered	7.40
Fruit Powdered	7.30
Dessert and Table, 2-lb. cartons, 48 lbs.	7.60
Granulated, fine or standard, McCahan	7.30
" " Franklin	7.35
" extra fine, bbls	7.30
" " 2-lb. bags	7.70
" " 5-lb. bags	7.70
" " 10-lb. bags	7.60
" " 25-lb. bags	7.50
" " 100-lb. bags	7.30
" coarse	7.45
Confectioners' Crystal A	7.30
A Confectioners'	7.20
A No. 1	7.15
A No. 2	7.10
Franklin B	6.95
Extra C	6.70
C	6.55

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Ollve	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 50c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	.75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz	12.25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Caracas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18¾
Santos, Peaberry, extra fancy	.15¾
Santos, extra fancy	.16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18.10
Seven Day (f. o. b. N. Y.)	15.00	15.10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" imp., ¼ gross "	2.15
Flote's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 dos	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4.80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs. per box	2.25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Launndry, large, ½ gross bbl. per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20-50 lb. bozes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box per b	

JARS AND JAR RUBBE

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 5 doz. cartons, 5 gross boxe	
" medium, 1 doz. cartons, 5 gross bo	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
¼-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz. per d	

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

.....	.95
No. 2	.95
, 16 oz., tomato sauce or Boston ..... per case	1.90
No. 2	1.40
's, No. 2	1.40
's, No. 2	1.35
o 2	1.40
d, No. 3	1.25
o. 1	.50
New Jersey, No. 3	1.20
Maryland, No. 2	.85
" No. 3	1.10
New Jersey, No. 2	1.15
Maryland, No. 2	1.20
all, No. 2	1.65
New York, No. 2	1.10
y, New York. No. 2	2.00
w York, No. 2	1.50
Maryland, No. 2	.60
Beans—	
New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	.95
New York, No. 2	.90
w York, No. 2	1.00
Maryland, No. 2	.75
Maine, No. 2	1.25
ine, No. 2	1.25
No. 2	.85
In, No. 2	.75
New York, No. 2	1.15
w York, No. 2	1.50
d, New York, No. 2	2.00
Southern, No. 2	.75
thern, No. 2	1.00
d, Southern, No. 2	1.40
Indiana, No. 2	.75
iana, No. 2	1.00
d, Indiana, No. 2	1.40
Wisconsin, No. 2	1.10
consin, No. 2	1.40
d, Wisconsin, No. 2	2.00
New York, No. 2	.....
" No. 3	1.25
New Jersey, No. 2	.....
" No. 3	1.10
New York, No. 2	1.00
w York, No. 2	1.25
Maryland, No. 2	.90
chigan, No. 2	1.20
2½	2.00
o. 2½	2.20
2½	2.50
	2.25
New York, No. 3	1.00
New Jersey, No. 3	.85
Maryland, No. 3	1.00
New York, No. 3	.80
Maryland, No. 3	.75

lifornia Canned Fruit.

3	2.75
2½	2.10
dard, No. 2½	1.75
o. 2½	1.50
s—	
3	.....
2½	2.50
dard, No. 2½	2.30
o. 2½	2.15
es—	
3	.....
2½	2.90
dard, No. 2½	2.50
No. 2½	2.25
non Cling, Sliced—	
3	2.95
2½	2.00
dard, No. 2½	1.75
No. 2½	1.50
ion Cling—	
3	2.95
2½	2.00
dard, No. 2½	1.75
No. 2½	1.45
low Crawford—	
3	2.80
2½	2.00
dard, No. 2½	1.70
o. 2½	1.40

stern Canned Fruits.

State, No. 3	.90
No. 10	2.75
o. 2	1.35
o. 2	.....
light syrup, No. 2	1.35
heavy syrup, No. 2	1.50
3	1.35
o. 3	1.15
	.85
tra Standard, No. 2½	2.00
p, No. 3	1.15
er, No. 3	.90
p, No. 2½	1.25
, No. 2½	1.00
rater, No. 2	1.40
erved, No. 2	1.80
No. 2	1.60
o. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 1oos	15.00
" Soused, ½s, oval, 1oos	15.00
" " high oval, 1oos	18.00
" Fresh Mackerel, 1oos	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 1oos	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 1oos	.....
" Boneless, ½s, oval, 1oos	12.00
Roe—	
Normanna, Mackerel, red, oval, 1oos	15 00
" Cod, 1-lb. round tins, 1oos	24 00
" " high oval tins, 1oos	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 1oos	12.00
" " ½s, Tomato Sauce, 1oos	12.00
" ¼s, oval, Royans a la Bordelaise, 1oos	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 1oos	26.00
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 1oo	23.00
" Landell, ¼s, 1oo	9.50
" Martell, ¼s, 1oo	10.50
" " ½s, 1oo	15.00
" Loyal, ¼s, 1oo	9.50
Argonautes, ¼s, 1oo	14.00
Orion, smoked, ¼s, key, 1oo	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 1oo	12.50
Spiced, ¼s, 1oo	10.00
Royanette, oval, ¼s, 1oo	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 1oo	15.00
" ¼s, tomato sauce, 1oo	15.00
" ½s, olive oil, 5o	13.25
" ½s, tomato sauce, 5o	13.25
Sea Queen, ¼s, olive oil, 1oo	14.00
Sea Pearl, ¼s, olive oil, 1oo	12.00
Tea Time, ¼s, olive oil, 1oo	11.00
"Herringlets," olive oil, 5o	7.50
Bouillon "Herringlets," 5o	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 1oo	2.50
¼s, key, 1oo	2.75
Irma, ¼s, 1oo	4.00
Pickert's, Rival brand, carton, ¼s, 1oo	3.90
" " " ½s, 1oo	6.00
Mustard—	
Irma, ¼s, 1oo	4.00
¼s, 1co	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 5o	3.80
Gold Label, ¼s, 5o	4.50
" ½s, 1oo	7.00
Underwood's, ¼s, 5o	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Verihest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 1oos	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—	Quarts.	Pints.	½-Pints.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz			Per doz. .90
Soups— Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95
Armour's— All kinds, No. 1, 4 oz			Per doz .90
Campbell's, No. 1s, 10½ oz., 4 doz.— All kinds			Per case 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb.
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb.....per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ½ and ¼-lb cakes	.25
German, sweet, ¼-lb., ½-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, e4 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, e5 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 1e boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. in box.		
e-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18½	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ¼-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
⅛ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.25
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.25
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.40½	¼ lb.	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet—	Per case
Extra quality, 100 rolls	6.00
Good " 800 "	5.25

Butter, Wax—	Per pkg.
9x12, about 480 sheets	.15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1 03	.75
4 "	4M	1 28	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
12 "	2M	2.71	2.05
14 "	1M	3.57	2.56
16 "	1M	3.82	2.77
20 "	1M	4.10	3.09
24 "	1M	4.73	3.63

Flour Sacks, satchel bottom—

	Plain per 100
Majestic Ex. Heavy	
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼

—10—

Silk Fibre, No. 1—	
9 in. rolls	.03½
12 "	.03½
15 "	.03½
18 "	.03½
20 "	.03½
24 "	.03½
30 "	.03½

Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	4.25
25 roll lots ..... "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" e doz	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.90
Star, 4 doz	5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marsbmallow Mayblossoms	.10
Newtons	.11
sRaisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, e doz ..... per dor.	1 40
" " with horseradish .... "	.....
" large, 1 doz ..... "	e.00
" " with horseradish .... "	.....

—11—

Wein Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" e-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, e doz. per dor.	.95
" sitting top, e doz ..... "	.46
" with horseradish, 2 doz ..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " " loaf, .38 .... less	.39
Sap Sago, 3 to lb ..... cask, per lb.	.....
" " ..... less than cask, "	.29
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.53
Parmesan, about 30 lbs ..... loaf, "	.38
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" in tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.32
" " ..... less than loaf	.33
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.28
Limburger, No. 1 ..... box and ⅛ box	.19½
" ..... less than ⅛ box	.01
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.02
English Dairy ..... "	.22½
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.05

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, e doz	e.40
Picnic size, e doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	e.40
" Roquefort, large size	e.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, e5 in box	.95
Star Cream or Pbila., 1e in box	1.90
Miniature Cream or Pbila., 1e in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Welner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.e5
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.e6	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham ..... "		.39
Petit Delicatess Frankfurters, plain .. per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Bologna ..... per lb.		.18
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars ..	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. pails ..... per pail	.75
" 10-lb. pails ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....

Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

—12—

Marinirte Herring, imported, about 40 in	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pa	
Norway Stockfish, dry	p
Matjes Herring	

Bismarck Herring.

Round tins, with key, pint	per
" " quart	p
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins	

Russian Sardines.

Imported, Wallkoff brand	pe
" 5-lb. pails	pe
" 10-lb. pails	
Cut Spiced, 10-lb. pails	
" 5-gal. keg	pe
Russian, in glass jars	pa

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg	pe
Original package	per ½
Repacked, 5-lb. pails	pe
" 10-lb. pails	
" 5-gal. kegs	pe
" ½-lb. flat tins	pe
" ¼-lb. tall tins	
" 1-lb. tall tins	

Salt Sardellen.

Original packages, 1902	per
Repacked, kegs, about 8 lbs	pe
" pint jars	pe
" large tumblers	
" small tumblers	

Russian Caviar.

1-lb. tins	pe
½-lb. tins	
¼-lb. tins	
⅛-lb. tins	

German Dill Pickles—Regu

60-gal. casks, about 6000	pe
50-gal. bbls., about 1000	pe
15-gal. kegs, about 500	p
10-gal. kegs, about 300	
5-gal. kegs, about 150	
10-lb. palls, about 50	pe

Imported Sour Crou

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Lon

60-gal. casks	pe
48-gal. bbls	pe
10-gal. kegs	pe
5-gal. kegs	
30-lb. pails	pe

Imported Lebkuche

Dampfnusse (Pfeffernusse)	p
Spitzkugeln	

Lebkuchen and Brea

Small Basler Lebkuchen, 6 in pkg., per b	
Basler Lebkuchen, No. 2, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 5-lb. tins	p
" small tins	

Pickles and Onions in Vi

Mixed Pickles and Chew-chow, 5-gal. ke	
" " 10-gal. ke	

Sundries.

German Egg Potatoes, bags 110 lbs	pe
Green Kerns	p
Potato Flour	
German Dried Pears	
Dried Mushrooms	
Juniper Berries	
St. John's Bread	
Bay Leaves	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs ..	
" " choice, new, 35 lb	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 dor	per
" Club, e doz	
Red Edam	
Philo Cream, 1 doz. 10c. size	per
Elkhorn Pimento, 1 doz	

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milken Farm	
Awitru, packed in cartons	

—13—

FANCY GROCERIES.

...le Paste, 5-lb. cans.....per lb.	.33
...n oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle..... "	3.25
...pareil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
...er, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case..... "	4.25
...Maraschino, glass, 1 doz.. "	7.00
...der, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
...ler, pints ..... "	3.60
4 oz ..... "	2.40
2 oz ..... "	1.40
..., extra fine .....per case	21.00
...rish Oatmeal—	
.....per doz.	3.35
.....per tin	.70
..... "	1.65
...Palmer's Biscuit, packed 7 and 5 can—	Per lb.
...rre.....	.24
.....	.33
.....	.33
..., ring, pints .....per doz.	1.25
" ½ pints..... "	.60
...ars, 4 doz.....	1.75
...Marquett Mushrooms—	Per case
...ge.....	36.00
...o tins.....	35.00
...o tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
...ckled, small size.....	1.20
...anbar's, 2 doz.....per doz.	2.75
...lial, Bishop's, 1 doz..... "	6.50
...Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
...Rose's..... "	4.50
... Water..... "	2.25
...h Water..... "	2.25
...s..... "	5.25
...American Food Co.—	Per doz.
...invalids, all kinds, ½ pints, 4 doz.	1.40

...ON CUBES AND LIQUIDS.

...llon Cubes—	
...o cubes.....	1.70
...o cubes.....	.90
...ins, 12 cubes each	2.75
...n Bouillon—	
...les, 1 doz.....	2.00
...les, 1 doz.....	3.75
...ato Bouillon—	Per doz.
...s.....	6.00
...les	9.00
...s.....each	2.75
...o Cubes—	Per doz.
... size.....	.85
... size.....	2.00
...cubes.. .....per 100	1.65
...ef, Clam and Chicken Cubes—	
...es, 12 cubes, 1 doz.....	2.50
...oxes, 50 cubes .....per tin	.90
...es, 100 cubes..... "	1.70
...oncentrated Bouillon—	
...2, 1 doz.....	3.50
...4, 1 doz.....	6.75
...8, 1 doz.....	13.00
...6, ½ doz.....	25.00
...omato Bouillon—	
...ze 4, 1 doz	2.50
12, 1 doz	6.50
5..... per bottle	3.00
..., size 2.....per jug	1.25

EXTRACT OF BEEF.

...ld Extract of Beef—	Per doz.
..., 1 doz.....	4.45
..., 1 doz.....	8.20
..., 1 doz.....	15.90
..., ½ doz.....	29.75
...ld Beef Extract—	
... 4, 1 doz.....	5.00
8, 1 doz.....	9.00
16, ½ doz.....	17.00

FLOUR.

	Per bbl.
.....	6.90
.....	7.25
.....	6.90
.....	6.90
.....	7.35
...st	6.90
.....	6.10
... West.....	6.15
.....	6.05
.....	6.75
.....	6.00
...e	7.25
...st.....	6.75
...ernal.....	6.65

Prepared Flours.

...epared Doughnut, Cake, Ginger- ...ad Tea Biscuit Flour—	Per case
...oz.....	1.44
...oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

...uckwheat, medium, 12s.....	1.48
...ap Jack Flour, 18s.....	1.45
... Buckwheat, 36 2s.....	2.60
... Pancake, 36 2s.....	2.60
...kgs.....	1.55
...ia Buckwheat, 36s.....	2.60
... Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs.....	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16.60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-.15
Salmon, fresh..... .12	-.18
Eastern Cod	-.10
Croakers	-.05
Large Hake	-.08
Haddock	-.06
White Cat Fish.....	-.12
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.24
Snappers	-.13
Eels	-.10
Rock Fish..... .14	-.18
Lobsters.....	-.25
Flounders	-.06
Large White Perch	-.20
Sea Bass	-.10
Blue Fish.....	-.20
Porgies.....	-.06
Fresh Mackerel.....each	-.30
King Fish	.....
Weak Fish..... .08	-.18
Butter Fish.....	-.07
Tile	-.11
Shad. Roe.....each .90	-1.10
" Buck ..... " .45	-.55

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points.....		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¾
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36's	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
4 [illegible] ¼ lb. pkgs	3.25
4 [illegible] ½-lb pkgs	3.00
12 [illegible] 1 lb pkgs	2.75
4 [illegible] lb pkgs	1.80
4 [illegible] lb pkgs	1.75
12 [illegible] lb. pkgs	1.65
Dunham's—	Per lb.
[illegible] lb. pkgs, 15 lbs	.26½
[illegible] and ½-lb. pkgs, 15 lbs	.27½
Baker's Premium—	Per case
120 5c pkgs	4.40
60 [illegible] pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Dunn[illegible] 2 doz	.85
Mi[illegible]eman's, No. [illegible] bottles, 2 doz	.82½
Schramm's, large tumbler, 1 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. 1.00
Square, Oriental Red, 2 oz., 1 doz	.50
" Green, Blue or Violet, 2 oz.	.50
" Magic Black, 2 oz., 1 doz	.50
" Electro Chemical, 2 oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case.
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09½
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08¼
Wooden pails, 20, 40 and 68 lbs	.08¼
Condensed, cartons 3 doz. to case	2.83
" " 6½ doz. to case	5.65
Extra Family—	
Barrels, halves and quarters	.13¼
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1¼-lb. pails, 2 doz	2.40
3-lb pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.00
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ¼-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper s bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lb	
Walnuts, No. 1, soft shell, bags, about 110	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 car

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, Insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs.	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs.	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per
" family	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	pe
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered S	
Picnics and Bacon, ½ ct. extra	
Vogt's Baked Meatkake, 2 doz. 3½-oz. ca	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUN

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendere	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

Lard—
lbs. net weight.....per lb. .13¼
"......" .13
ns.....6 in crate 8.40
s.....12 in crate 8.47
s.....20 in crate 8.55
Per lb.
nd tubs, about 340 lbs ..... .12½
s..... .12⅝
pails, 60 lbs..... .09⅝
" 60 lbs..... .09¾
" 60 lbs..... .09⅞

DRESSED MEATS.

d Stock— Per lb.
..... .11 –.14½
..... .10½–.13½
..... .08 –.12
es..... .14 –.15
ves..... ..... –.16
and Barnyards ..... .10 –.13
Dressed..... .13 –.14
.... –.15
..... .14 –.15
thers..... ..... –.16
..... .16 –.17
mbs .... –.18
.... –.14¼

JTCHERS' SUNDRIES.

Tongues.....each ..... –.80
es..... ..... –.60
scalded ..... .50 –.75
, veal.....per pair .75 –.80
beef .....per lb. .25 –.30
..... " .25 –.30
ys.....per doz. 1.25
..... .10
.....per doz. 1.20
.....per lb. .05
..... 16.00
beef, western..... .22
loins, city ..... .13
" western ..... .13

RESSED POULTRY.

Per lb.
young hens, 8 to 10 lbs..... .34 –.36
young toms, 15 to 18 lbs..... .34 –.36
nd toms..... .28 –.30
o good..... .20 –.25

ia, fresh killed, 3 lbs. and
pair, fancy..... .45 –.55
ia, fresh killed, 3½ to 4 lbs
..... .45 –.55
na, fresh killed, 3 to 3½ lbs.
fancy..... .45 –.55

ancy, heavy..... .22 –.23
asters, 4 to 5 lbs..... .23 –.25
d..... ..... .20 –.21
..... .15 –.16
Per doz.
ge, fancy 5.50–6.50
..... 4.00–5.00
..... 2.00–3.00

LIVE POULTRY.

cens, nearby, 1½ to 2 lbs..... .45 –.50
gers..... .25 –.28
..... .21 –.23
..... .14 –.16
g..... ..... .18 –.20
..... .14 –.15

ERVES, JELLIES, JAMS ND MARMALADES.

Per doz.
ure..... .95
apple flavor, 30 lbs. full weight,
per pail, 1.00
, 8-oz. tumblers..... ..... .80
16 oz., 2 doz..... .87½
3-lb. tins, net weight 1.95
Per lb.
, pure, 12-oz. jars, 2 doz...per doz. 1.45
o-lb. pails..... .09½
30-lb. pails..... .06½
3-lb. toy pails .....per doz. 3.00

, pure, 10-oz. jars, 2 doz..... 1.40
assorted, jars, 2 doz ..... .90
malade—
imported, 4 doz 2.10
, pure, 2 doz 1 50
Per doz.
thwark, 30 lbs.....per pail 1.15
" full 5-lb. slip cover tins,
½ doz.....per case 1.55
limmel's, 30-lb. pails.....per lb. .06¾
" 3-lb. slip cover tins. 1
1 doz .....per doz. 2.60
" 2½-lb. stone jars, cloth
top, ½ doz...per doz. 2.90
" 40-oz. stone crock, glass
top, ½ doz...per doz 3.07½
ther Cook's, No. 14, 2 doz....doz. .85
lb. pails.....per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.....	.....	1.25
Sweet Oil	.....	.40	.85	1.95
Spirits Nitre	.....	.45	.85	1.95
Spirits Camphor ..	.....	.....	.85	1.95
Spirits Painters' Commercial ...	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.....	.90	2.00
Syrup Squills	.....	.45	.85	1.95
Syrup Rhubarb	.....	.45	.85	1.95
Syrup Ipecac	.....	.45	.85	1.95
Turlington Balsam	.....	.....	.75	1.95
Golden Tincture	.....	.45	.85	1.95
Tincture Arnica	.....	.45	.85	1.95
Balsam de Malta	.....	.45	.85	1.95
Bateman Drops	.....	.45	.85	1.95
Godfrey's Cordial	.....	.45	.85	1.95
Turpentine	.....	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum.....per lb. .15
Borax, powdered, bulk..... " .11
" lump, bulk..... " .09
Butter Color, W. & R.....per doz. 2.00
Bluestone, bulk.....per lb. .28
Copperas..... " .03
Camphor, gum, 1-oz. blocks..... " .70
" flakes, 250-lb. bbls..... " .18
" " less quantity ..... " .19
" Tar Balls, 250-lb. bbls ..... " .17
" " less quantity ..... " .18
Castoria, Fletcher's ....per doz. 2.80
" Pitcher's..... ..... " .80
Carbonate of Ammonia.....per lb. .15
Epsom Salts, bbls... .... " .04½
Glauber Salts..... " .02½
Glue, ordinary..... ..... " 11
" white ..... " .20
Gum Arabic..... " .50
Haarlem Oil .....per doz. .40
Husband's Magnesia..... " 2.90
Jamaica Ginger, Hires', flasks ..... " .90
Licorice, P. & S., 5c. stick, imported. " .36
" M. & R., 5-lb. boxes.....per lb. .23
" " lozenges, 5-lb. boxes " .27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes " .24
" root..... " .12
Putty, 25-lb. cans..... .....per 100 lbs. 1.57½
" 50-lb. cans..... ..... " 1.47½
Petroleum Jelly, screw top, 5c. size ...per doz. .35
" " 10c. size ... " .75
Paris Green, 100-lb. kegs.....per lb. .17
" ¼-lb. pkgs., 50 lbs ..... " .22
" ½-lb. pkgs., 50 lbs ..... " .21
" 1-lb. pkgs., 50 lbs ..... " .20
Rosin ..... " .04½
Roach Powder, BB, 4-oz. cans..... 2.00
" " 10c. size.....per doz. .80
Roachsault, 10c. size ..... " .80
Saltpetre, crystal, about 350-lb. bbls.....per lb. .38
" granulated, about 100-lb. kegs " .38
Sulphur, flour, 175-lb. bbls.....per 100 lbs. 2.60
" 100-lb. bags.....per lb. .02¼
" less quantity..... " .03
Venetian Red ..... " .02
Whiting..... " .02

Goff's— Per doz.
Cough Syrup, 25c. size..... 2.00
Herb Bitters, 25c. size 2.00
Oil Liniment, 25c. size 2.00
Kidney Pills, 50c. size 4.00
Worm Syrup, 25c. size..... 2.00
Herb Pills, 10c. size..... .80
Iron Glue, McCormick & Co.—
No. 5 ..... .45
No. 10 ..... .85
Tube V ..... .75
McCormick & Co., Bee Brand—
Insect Powder, 25c. size..... 2.00
" BB, 10c. size ..... .85
Root Beer..... .80
Talcum Powder 1.50
Triangular Quiniue 2.00
Quinine Capsules..... 1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.....per doz. 4.00
Bath Brick, 25 in box.....per box .60
Sealing Wax..... " .03
Silver Sand.. .....per bbl. 1.20
Tar, pts .....per doz. .....
" qts..... " .....
" gals .....each .....
" ½ bbls..... " .....
" bbls ..... " .....
McCormick & Co—
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums.....per case 4.50
U. S. Nerve and Bone Liniment, 25c. size... 2.25
McCord's Magic Medicine, 25c. size..... 2.00
" " 50c. size..... 4.00
McCormick's Tasteless Chill Tonic, 25c. size 2.00
" " 50c. size 4.00
Reliable Brand Headache Powders, 10c. size .80
Borax, 20-Mule Team—
48 1-lb. cartons..... 4.80
72 10-oz. cartons 4.80
96 ¼-lb. cartons 3.20

Extracts and Essences.

McCormick & Co. Bee Brand— Per doz.
Vanilla, No. 2 size..... .90
" No. 4 size..... 2.25
Rose, No. 2 size..... 1.25
" No. 4 size..... 2.75
Pistachio, No. 2 size..... .90
" No. 4 size..... 2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size .90
No. 4 size 2.25
Lemon, No. 2 size..... .90
" No. 4 size..... 2.00
Orange, No. 2 size..... .90
" No. 4 size..... 2.00

—23—

Crescent Manufacturing Co., Seattle Per doz.
Mapleine Flavoring, ½ oz..... .90
" 1 oz..... 1.75
" 2 oz..... 3.00
" 4 oz..... 5.25
" 8 oz..... 9.00
" pints 16.50
" quarts..... ..... 30.00
" ½ gallons.....each 5.00
" gallons.....each 9.50

Sauer's Flovoring Extracts—
No. 2, Lemon ..... .90
No. 2, Vanilla..... .90
No. 2, Rose 1.20
No. 2, assorted..... .90
No. 3, Lemon 1.25
No. 3, Vanilla 1.50
No. 4, Vanilla..... 2.25
No. 4, Lemon 2.00
No. 2, assorted cases.....per gross 10.80
Nos. 2 and 4, assorted cases ..... " 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX.....	1.50	2.75	5.25	10.00
X.....	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon.....	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose.....	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana...	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

Per doz.
Shinn & Kirk's Liquld Rennet..... ..... 1.50
Hansen's Junket Tablets, 3 or 1½ doz ..... .80

CIDER.

Duffy's, bbls. about 45-50 gals.....per gal. .....
" ½ bbls., 28 gals .....per ½ bbl. .....
" kegs, 14 gals .....per keg .....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs..... 2.75
" boxes, 20 pkgs..... .55
Gee Whiz, 100 pkgs..... .60
Fleer's Chiclets, 3 lbs. bulk..... 1.23
Spearmint, 20 pkgs., 100 pcs..... .60
Doublemint, 20 5c. pkgs..... .60

MINT TABLETS.

Certified Products Co.—
Peppermint "Smiles," display cartons, 18 5c. pkgs..... .50
" " half case, 6 cartons 2 85
" " full case, 12 cartons 5.50

RICE.

B. Fischer & Co's Package Rice—
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons.. .06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more.. .05½
Seaboard Rice Milling Co.—
Comet Unkoted, 1 and 2½-lb. cartons, sterilized..... .07
Comet, natural brown, 1-lb. cartons, sterilized..... .07
Comet Cereal, 1-lb. cartons, sterilized..... .07
Sola Japan Unkoted ..... .06¼
D. S. & H. Craig, Inc.—
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons..... .06½

SALT.

Worcester—
Barrels, contain 280 lbs 2.50
" 60 5-lb. bags..... 4.00
" 22 14-lb. bags..... 3.75
" 30 10-lb. bags..... 3.75
" 115 2½-lb. bags 4.00
Irish Linen, 250-lb. bags..... 2.50
" 56-lb. bags..... .65
" 28-lb. bags..... .35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list 3.00
Pretzel, 280-lb. bbls. 2.40
" 180-lb. sacks..... ..... 1.55
Packing, 70-lb. cotton bags..... .40
" 140-lb. cotton bags..... .75
Morton, Free Running, 2 doz..... .75
New Ivory, 24 large cartons to case..... 1.50
Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

Per case
Durkee's, large, 1 doz..... .....
" small, 2 doz. ½ pints..... 2.40
Schimmel's, small 2 doz.....per doz. .90
My Wife's, large, 1 doz 1.50
" small, 2 doz..... .90

SAL SODA.

Barrels, 400 lbs .....per 100 1.15
Kegs, 150 lbs.....per 100 1.25
Granulated, 60-lb. boxes..... .....per box .95
" Crystal Brand, 24 2½-lb. pkgs., per case 1.10

—24—

SAUCES.

Lea & Perrins'— Per doz.
Worcestershire, medium..... 4.50
" small..... 2.50
Worcester, Campbell's, No. 8, 2 doz..... .90
North of England, No. 8, 2 doz ..... .82½

SODA—BI-CARB.

Per lb.
Babbitt's, ¼s, 25 lbs ..... .05½
Arm and Hammer, 1-lb. pkgs., 36 lbs..... .05
" ½-lb. pkgs., 36 lbs.. ..... .05½
" ¼-lb. pkgs., 36 lbs..... .06
" ½ and ¼-lb. pkgs., 36 lbs... .05½
" 1, ½ and ¼-lb. pkgs., 36 lbs. .05¼
Dwight's, 1-lb. pkgs., 36 lbs..... .04⅞
" ⅛-lb. pkgs., 36 lbs..... .05⅛
" ¼ and ½-lb. pkgs., 36 lbs ..... .05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs..... .05⅛
112-lb. kegs..... .02½
Bi-Carb, bulk ..... .03½

SOFT DRINKS.

Clicquot Club Co.— Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz. 2.10
Charles E. Hires Company—
Hires Household Extract, for making root-beer at home, 1 doz 1.60
Hires Carbonated, pints, 2 doz..... 2.00
" Ginger Champanale, 50 pints..... 8.00
Welch's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
4 oz., 6 doz 4.50
Half-gals., 8 bottles..... 4.50
2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.
Schuhle's Grape Juice—
Quarts, 1 doz 4.00
Pints, 2 doz..... 4.50
Half-pints, 3 doz..... 4.50
5 per cent. discount on 5 case lots.
Walker's Grape Juice—
Quarts, 1 doz..... ..... 4.25
Pints, 2 doz..... 4.75

PLUM PUDDING.

The Franco-American Food Co.— Per doz.
Individual..... .90
1 lb 3.00
2 lb 5.00
3 lb 7.25
Richardson & Robins'—
Round conical, with key, No. 1, 1 doz..... 2.25
" " No. 2, 1 doz..... 4.25
Atmore's Philadelphia, seedless—
Individual, 2 doz..... ..... 1.90
Cans, No. 1, 1 doz..... 2.35
" No. 2, 1 doz..... 4.25
" No. 3, ½ doz..... 3.35
" No. 4, ½ doz..... 4.45

FLOOR POLISH.

O-Cedar— Per doz.
4 oz., 1 doz..... 3.00
12 oz., 1 doz..... 6.00
Quarts, 1 doz..... ..... 12.00
Half gallon, 1 doz..... ..... 18 00
Gallon, ½ doz 30.00
Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.....per box 2.75
Kleenatub .....¼ gross 2.50
Electro Silicon, 1 doz.....per doz. .80
Putz Liquid, large, 3 doz ..... " 1.50
" small ..... " .75
Putz Paste, large ..... " .65
Old Dutch Cleanser, 4 doz.....per case 3.40
" " 5-case lots..... " 3.30
Babbitt's Cleanser, 5c. size .....100 cans 3.85
" 5c. size .....50 cans 1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons 1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz 2.50
Imperial Cleanser, 6 doz .....per doz. .45
Sunbright Cleanser, Swift, 50s 1.85
Red Seal Cleanser, 4 doz..... ..... 1.90
Bon Ami Powder, 3 doz. 2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans.. 1.60
Orona Soap and Cleanser— Per doz.
No. 1, 10c. size..... .85
No. 2, 15c. size..... 1 20
No. 4, $1 size..... 8.40
No. 5, $2 size..... 16.80
Orono Alumishine—
No. 1, 10c. size..... .85
No. 2, 25c. size 2 00

SCOURING SOAPS.

Per box
Young's, 16 oz., 48s..... 1.80
Brooks' Crystal, 100s 3.80
Day's Flint Polish, Day & Frick, 36s 1.50
Mineral, Wrigley, 100s 3.50
Sapolio, E. Morgan, 36s .....per gross 9.50
Bon Ami, 36 10c. cakes..... ... 2.50
Sta-Brite, 72 cakes 3.00
Queen Anne Scourer, Lautz, 30 cans..... ..... 1.80
" " " 60 cans..... 3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, horaxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, large size	3.75
Sapoline, No. 3, 100 12 oz	4.00
Pearline, 36 10c pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, large size	3.75
Sunny Boy, Lautz, 60 5c size	2.40
" " 48 10c size	3.75
" " 100 5c size	3.75
" " 24 family size	3.60
" " laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.— Per box	
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz		.80
	50 lb.	6, 10, 25 lb.
McCormick & Co., Ground—	Per lb.	Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.70
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.33
" large		.41
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs per case	3.60
Argo, 24 5c. pkgs per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.60
Electric Paste, ½-gross boxes	4.50
Rising Sun per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish— Per gross	
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol— Per gross	
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs per lb.	.06¾
Weikel's, 24 pkgs per doz.	.90
Bird Gravel—	
Red, 36 pkgs per doz.	.95
Silver, 36 pkgs "	.95
Bath Brick, 25 bricks per box	.77½
Toothpicks, Eureka, 100 hoxes per case	1.80
" Saginaw, 3 doz per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks— Per doz.	
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s per case	1.00
Matting Tacks— Per doz.	
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky 10 cartons	2.35
Tanglefoot 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz per doz.	.20
Poison 1 doz. sheets	.20
I-X-L Poison 50 envelopes	.60
Wire Fly Swatters, leather bound per gross	3.60
Wax, white and yellow per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines— Per doz.	
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch per lb.	.13½
Jute— Per lb.	
Reels	.10½
Tie Yarn— Per lb.	
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane— Per case	
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn— Per doz.	
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1 37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1 15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protect	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	pe
" 2 lb.	

Clothes Pins.

5 gross	pe

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" small size	

Discount to dealer 33⅓ per c

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket d solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLU

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBAC

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBAC

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs	
Yeast Foam, 1½ doz	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, May 1, 1916. No. 18

Ninety per cent. of the scheme salesmen who call on you are selling fakes or trash. Treating the ninety per cent. as the rule and the ten per cent. as the exceptions may save you some money.

Federal Food Officials Are in a Campaign to Clean Up Retail Grocery Stores.

The Argument of the Manufacturers Who Sell Chain Stores. An Editorial Article Called Out by a Subscriber's Letter.

Did Your Bank Ever Send Your Check Back Marked "Not Suff"? Read the Article in This Week's Legal Department.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

What the Name "Heinz" on Food Products Means to You—Mr. Dealer.

First of all it means satisfied customers—on which you build up good will for your store. It means confidence—steady demand—reduced sales expense—and last, but not least—the quick turnover of capital, which is what makes your business show the most profit at the end of the year.

Are you cultivating this field of established confidence in a way that is bringing you all the business on the "57 Varieties" that should normally come to you, or is some other dealer getting it?

Ask our salesman for advertising helps that will link up the demand for Heinz products with *your* store.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell yo customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I DO NOT BELIEVE YOU

would be without our books for a moment if you fully understood their merits. Even if you do not adopt them generally you need some of our

INDEXED COUPON BOOKS

for your grouchy people, for your regular and transient cash buyer, your pass book people and others. Will save you losses from forgotten charges. Head off the fellow who wants to overrun his account. Save time, labor, losses, bookkeeping, get the cash, etc. Our literature will explain all their advantages. Inexpensive. F. O. B. your express office.

WE HAVE SOLD MILLIONS OF THEM

LET US SEND YOU FREE SAMPLES AND LITERATURE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

More Return for the Money

¶ **Wheatena** will pay you better for the work done to sell it, than any other cereal on the market, bar none.

¶ The general experience is, you may have to sell the first package of **Wheatena** to some customers, but after that you can sit down and take it easy.

¶ Packed and guaranteed quite different from the average cereal.

The Wheatena Co., Rahway, N. J

Member of the American Specialty Manufacturers' Assoc

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

What Do You Think of This Sign?

A friend of ours saw a cheering thing and reported it to us the other day. It was a sign in a retail grocery store reading as follows:

Notice to Salesmen

We do not give or sign specialty orders which do not bear the stamp of the American Specialty Manufacturers' Association or its kindred organizations. There will be no exception to this rule, so please spare our time.

R. G. BREED & CO.

This hung in a conspicuous place. We would like to see it hanging in retail stores everywhere. Not alone for our own sakes, please believe that, but for retail grocers' sakes. Just as we would advise them not to buy "solid" silver unless it had "sterling" on it, so we advise them not to sign specialty orders unless they have the stamp on--the stamp that guarantees honesty, promptness, fairness.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

Let us stop the leaks

"A HOLE'S the worst thing in a pocket," blubbered the sma boy when he found his penny had dropped through. An the worst thing in ordinary store refrigerators is the leak-hol around the *door*.

The double air-lock doors of ***Howe Refrigerators*** will save 20 pe cent. of your ice-money next summer.

Write ***to-day*** and let us show you how they are built.

HOWE SCALE COMPANY, 508 Market St., Philadelphi

Selling the most popular merchandise one can get, provided it pays a fair return for the work involved—is the whole business of merchandising rolled into one sentence.

An article that sells itself, and that requires no wrapping or packing, should not be expected to carry as much profit as an article that has to be sold, or weighed, or wrapped, or tied. Think that over.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromed Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelat
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal D ino Products"

Unsolicited

praise and testimony for the **Fels-Naptha-way** of washing have done much to increase its popularity.

The grocery trade has been generous with recommendation of **Fels-Naptha** soap. They *know* its merit. Daily contact with consumer, and the experience of their families *proved* **Fels-Naptha** to them.

Modern Merchant

AND

Grocery World

ed every
nday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

II. PHILADELPHIA, May 1, 1916. No. 18.

n Merchant and
ocery World

ISHED WEEKLY BY THE
WORLD PUBLICATION CO.
AT
ch Street, Philadelphia.
TELEPHONES:
3286
3287 Keystone, Race 746
nge.

and Drafts payable to the Gro-
ublication Co.

dent journal published ex-
the interests of modern mer-
classes.

TON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
dvertising Manager.

n Rates, Including Postage,
yable in Advance:
PER YEAR
ates and Mexico..... $3.00
..... 3.50
ain and Continent of Europe
..... 4.50
..... .10

Contents.

PAGE

ers Can Sell More Ap-
Market Will Go to
..... 6

ddlings (Cream of
Under Your Own
..... 6

Organization Notes... 8

d Officials in Campaign
n Up Grocery Stores.... 8

ures Showing Relative
of the Little Things That
ten 9

..... 10
s Good Business?
ars Ahead of the Times.
he Chain Stores.

York Letter..... 11

dence 14

PAGE

Goods That Are Being Advertised to Your Customers 16

The Week's One-Time Ads..... 16

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter..... 18

The Grocery Markets..... 20

Individual Market Reports..... 22

How Collection Agencies Eat Up Collections 26

"The Stroller's" Column (Contributed) 28
Listen, I'm in This with Both Ears.

Selling Talks with Clerks..... 28

Legal Department 30
No. 361.—When a Bank Marks Your Check "Not Suff" When Your Balance Was Large Enough to Take Care of It.

Weekly Window Display Suggestions 30

Jots from a Jobber's Note Book.... 32

Science of Advertising..... 32

Subscribers' Bargain List..... 34

Want Department 34

"Modern Merchant and Grocery World" Prices-Current 36

Index to Advertisements.

PAGE

"Advertising World" 24

American Specialty Manufacturers' Association 3

Borden's Condensed Milk Co..... 29

Buckley, Elton J. 24

Burk, Louis 27

California Associated Raisin Co..... 29

PAGE

Chase-O Manufacturing Co..... 21

Cliequot Club Co., The.....Cover 4

Clipper Lawn Mower Co..... 21

Corn Products Ref. Co..... 25

Crescent Manufacturing Co..... 29

Dayton Moneyweight Scale Co..... 34

Diamond Match Co., The..... 31

Fairbank Co., The N. K. 24

Fels & Co..... 4

Ferris & Co., F. A.....12, 13, 14

Franklin Sugar Refining Co., The... 33

Fleischmann's Yeast 21

Forbes, J. P.....Cover 2

Genesee Pure Food Co., The..... 15

Hamilton Corporation, The..... 27

Heinz Co., H. J.....Cover 2

Hires Condensed Milk Co.....Cover 2

Howe Scale Co..... 4

Indexed Coupon Books.....Cover 2

International Harvester Co....Cover 4

Lautz Bros. Co.....Cover 2

Lehman & Co., L..... 15

Lipton, Thomas J. 26

Loose-Wiles Biscuit Co..... 23

PAGE

Manufacturers' Representatives (Association of) 3

Mapleine 29

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J.....Cover 4

Nationally Advertised Products..... 4

National Biscuit Co..... 9

National Cash Register Co..... 19

National Starch Co., The..... 25

Philadelphia Electric Co..... 21

Piqua Bracket Co. 21

Quaker Oats Co., The..... 7

Sanitary Metal Basket Co..... 21

Sperry & Hutchinson..... 27

Star Egg Carrier and Tray Mfg. Co., 9

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, F. G..... 21

Wells & Richardson Co..... 11

West Disinfecting Co..... 8

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 35

Wilbur & Sons, H. O..... 17

Wilkinson's Sons, C..... 35

Wrigley & Co., Wm..... 22

Selling Middlings (Cream of Wheat) Under Your Own Brand

Cream of Wheat Co. Opened Way for Effective Competition When It Said That Its Product Was Nothing But Middlings. Already Big Chain Store Concern Gets Its Own Brand of Middlings and Undersells Cream of Wheat Several Cents Per Package.

In the recent litigation between the Great A. & P. Tea Co. and the Cream of Wheat Co. the latter concern, defending itself from the charge of monopoly, said that Cream of Wheat was merely selected middlings and that its sales were only 1 per cent. of the whole. Therefore it could not be a monopoly. Of course the argument was good, and it disposed of the monopoly charge very effectively, but it did more: It gave a lot of people a hint to buy middlings and sell them the same as Cream of Wheat but at a greatly reduced price. Already the Great A. & P. Tea Co., which has nearly a thousand stores scattered over the country, has taken the cue and is selling under the name "Grandmother's Wheat Farina," a product which it states is identical with Cream of Wheat. It is exploiting this product by an attack upon the Cream of Wheat Co.'s methods, contained in the following notice, posted in all the stores:—

> For years we have been buying Cream of Wheat from the Cream of Wheat Co., selling it in our stores at a price that enabled us to make a satisfactory profit.
>
> The Cream of Wheat Co. took exception to the price for which we were selling it in our stores (12 cents) and would not do any further business with us direct.
>
> We have therefore decided to discontinue the sale of their merchandise and have placed on the market Grandmother's Wheat Farina, a product known as purified middlings.
>
> The Cream of Wheat Co. claim that Cream of Wheat is nothing else than purified middlings, of which they sell less than 1 per cent. of the entire output, and that anyone can buy the same product providing they are as careful in their selection as the Cream of Wheat Co. are in theirs.
>
> We have exercised every care in the selection of the purified middlings that we are selling under the name of Grandmother's Wheat Farina, and not a substitute, but as the very same thing which the Cream of Wheat Co. sell as Cream of Wheat.
>
> Our price is only 10 cents a package; the net contents is one pound and twelve ounces, and the same weight as Cream of Wheat.
>
> The reason why we can sell our products for 10 cents, while we sold Cream of Wheat for 12 cents (the manufacturers wanted us to sell it for 14 cents) is because the economy organization which we have developed enables us to sell goods at a smaller profit than any other grocer in the world.
>
> The money we save by our up-to-date organization we give to the consumer, and in this the Cream of Wheat Co. endeavored to prevent our doing in the sale of their product. We believe it is unreasonable that this company should require us to sell their goods at a higher price than we consider necessary.
>
> It is the duty of every housewife to give our Grandmother's Wheat Farina a fair trial, if for no other reason than to discourage the idea of manufacturers that they can control the retail price of their product.
>
> We guarantee that you will be pleased with Grandmother's Wheat Farina, that you will find it to be the equal of Cream of Wheat, and if you do not, bring the package back and we will gladly refund you the entire purchase money, no matter if you have used one-quarter or one-third of the product.

Of course retailers generally approve of the Cream of Wheat Co.'s action in cutting off a chain store concern that sold Cream of Wheat for 12 cents, but they would approve of it more if it would reduce its own exorbitant price so that they could make a profit when they sold it at the full price of 15 cents. Any retailer, now that he knows from the manufacturer himself that Cream of Wheat is nothing but middlings, can easily get his own brand and sell it to every customer who uses Cream of Wheat.

Unless Retailers Can Sell More Apples the Market Will Go to Pieces

The Government Finds That Supply on Hand in Storage is Nearly Fifty Per Cent. More Than Last Year. Wants Everybody to Push Sales. Retailers Said to Be Charging Too Much for Apples.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
April 28, 1916.

The condition of the apple market is a matter of grave concern to both growers and dealers all over the country. The report of cold storage holdings of apples on April 1st, recently issued by the United States Department of Agriculture, gives some figures which should cause all dealers interested in the crop to speed up the movement of this fruit in a most vigorous way. This report shows that on the first of the present month there were approximately 44 per cent. more apples in cold storage than at the same date one year ago, and the season of 1914-15 was one of unusually heavy production. Figures from 427 storages indicate that nearly 33 per cent. of the apples which were placed in cold storage by December 1, 1915, were still there on April 1st waiting to be consumed. As long as cold days continue a free movement of the fruit is more certain. However, let warm weather come to stay and apple sales are very likely to decrease rapidly.

Doubtless there are several reasons for the present conditions. The fact that the past season's commercial crop was considerably smaller than that of a year ago led to expectation on the part of growers and dealers alike, last fall, that the prospective market would be much stronger than has actually proven the case. As a result, much stock changed hands at values in excess of those which marketing conditions since show were warranted. This caused higher opening prices than in 1914 and naturally slowed up the movement. Neither growers nor dealers who held the fruit seemed inclined to push sales with the vigor that was displayed the previous year, when they had an enormous crop to market, and the result was that large quantities of apples were put into cold storage with the hope that the winter and spring markets would strengthen sufficiently to allow a margin of profit. In spite of the fact that last fall's commercial crop was estimated around ten million barrels short of the previous one, the amount placed in cold storage exceeded that stored in 1914 by about 13.5 per cent.

A second explanation
the fact that exports of a
the ports of the United S
up to March 1, 1916, we
barrels less than for a sin
last season, and April
expected to show a m
difference. Had the nor
traffic in apples prev
amount of stock on ha
country would be c
smaller.

In a recent brief surv
prices in several large
following facts were
Present wholesale price
reled stock are very reas
fact, in many places whe
ers are selling below
storage charges are con
vestigations made on th
in New York, Chicag
Philadelphia, Pittsburgh
falo showed that No. 1
Baldwins and Greenings
ing from $2.50 to $3
while Ben Davis wer
from $1.75 to $2.50 in
every market. Last fa
New York State paid t
on an average of $3 for
wins and Greenings, an
Ben Davis, f. o. b. ship
Adding to these prices
age seasonal storage ch
cents per barrel, and fr
cents a barrel for freigh
ling, one can see readil
ers apparently are not
present on many of their

The inquiry into reta
apples which was made
time covering the same
varieties, indicates that
are not unduly high exc
few instances, still they
to have decreased pro
with wholesale quotation

Since the wholesale a
are in daily touch, as
the retailers to whom th
appear to be the logica
initiate an apple campaig
ulate the interest of t
fruit stand dealers, ha
other retail agencies.
salers in two large m
organized already and r
to secure desirable publi
dealers in other markets
low their example and c
adequate advertising c
the press and in all stor
apples, the results shou
helpful to all concerne
dealer and consumer.

Pettijohn's Flour

A Modern, Scientific Flour for Use in Place of Graham

Pettijohn's Flour differs greatly from so-called whole-wheat flours. The white part, which forms 75 per cent., is ground separately. It is a very fine grade of patent flour.

The bran part, which forms 25 per cent., is specially prepared and added, largely in flake form.

The result is a delicate product and a scientific health flour, ready for use without further mixing.

Pettijohn's Flour is now advertised in all the women's leading magazines and is fast becoming a staple household product.

It is packed in large round 25c. tubes with removable cover—20 packages to the case.

We ask your co-operation particularly in filling customers' first orders. We will guarantee the sale on a trial case.

The Quaker Oats Company

Federal Food Officials in Campaign to Clean Up Grocery Stores

Acting With State Food Officials. How Various States Approach the Problem. Competition by Different Colored Cleanliness Posters.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
April 28, 1916.

The Federal Food and Drug officials have embarked upon a campaign to raise the standard of cleanliness and sanitation in retail grocery stores. They are working in conjunction with the food officials of the various States. The theory is that the country store is both a collecting and distributing agency of foods. It sells foods of many kinds to the farmers and at the same time buys from them for shipment to the city butter, eggs, fruits, vegetables, poultry and other products of the farm. If the store is dirty and vermin inhabit the place, food products are certain to be more or less contaminated and likely to become dangerous to health. The reports from various State officials indicate that many stores have been found in the past to be in such a condition.

A clean, light, well ventilated store attracts customers, and the progressive merchant needs no other incentive to keep his floor, shelves and counter spotlessly clean, which includes screening from flies and the elimination of all other insects. Some storekeepers, however, seem to require prodding from food and health officials to induce them to maintain that degree of cleanliness which will insure that the food they handle will be free from contamination. Some of the States have very effective sanitary laws which require frequent inspection of all establishments where foodstuffs are put up, manufactured, or kept for sale. Other States depend upon the general provisions of pure food laws which require that foods shall be free from contamination. A few of the States lack either a law that will reach the unclean store nuisance, or means for enforcing the law.

State food and health officials have used various means to control effectively the sanitary condition of places where foodstuffs are sold. One of the most effective means that has been employed is that of securing the co-operation of women's clubs and civic organizations, the members of which are asked to personally influence grocers to keep their stores clean.

Competition in cleanliness has been secured in one State by means of colored placards which the food inspector gives the merchants who keep their stores in a sanitary condition. A store in excellent condition gets a large white placard, one in fine condition gets a blue placard, and one in good condition gets a card; the store that falls below the latter grading gets no card. The proprietors are permitted to keep the placards posted in a conspicuous place as long as the store is kept in the condition represented. There is keen competition among the merchants to get and keep the best placards. The buying public knows what the different colored placards signify and are particularly partial to the white placard stores. Other States have adopted a score card system similar to that used in grading dairies. The inspector scores each store where foodstuffs are sold according to certain points indicated on an inspection card. The scores are made public through the local press or by means of bulletins or circulars.

HOLT.

Pennsylvania Organization Notes.

The Pittsburgh Association admitted twenty new members at its last meeting on April 17th. The campaign still continues. The organization took action on many important trade matters. At the conclusion of the business session Mr. Smedley made an address. The Pittsburgh Association has elected three delegates to the national convention of retail grocers.

* * *

Mr. Smedley addressed the Business Men's Association of Greensburg on April 18th at the Y. M. C. A. Building. The attendance was small. President Snite presided. This association is about to install an up-to-date credit reporting system in charge of a capable manager.

* * *

The Bradford Association is about to establish an auto bus line between Eldred and Bradford. If this is a success other lines will be established. The project will be financed by a stock company formed for the purpose.

* * *

The Johnstown Merchants' Credit Bureau gave a banquet to its members on April 27th at "Ganners." J. Denny O'Neill was the chief speaker.

* * *

The Sellersville Board of Trade is an active organization. It recently bought a large quantity of rose bushes, which were sold to citizens at cost. The aim being to beautify the town.

* * *

The Pottsville Association has rented handsome quarters which will be used for the permanent headquarters of the association. They will be dedicated on Monday, May 1st.

* * *

Charles M. Ketchum has resigned his position as managing secretary of the Washington Board of Trade. He goes to Wheeling, W. Va., to take charge of the affairs of the Chamber of Commerce.

* * *

Mr. Smedley was the guest of the Manheim Business Men's League at a dinner given at the Washington Hotel on April 20th. President Martin was toastmaster and addresses were made by Mr. Smedley, Burgess Poutz, Messrs. Lehman, Hess, Dr. Kendig, Stouffer and Wasser.

There were present merchants, manufacturers, professional men, bankers and practically every interest of the business and social life of this thriving town. Editor Trout, of th "Sentinel," was also a spea

* * *

The Muncy Association newspaper, called "The Pr is published monthly and i to boost Muncy and to en home buying spirit.

* * *

Montrose is planning fo Day" sale to celebrate the of a new trolley system. will speak here on May 3d

The Week's Dry Goods

Marshall Field & Co., in review of the dry goods tra

Current wholesale distr dry goods is running well the corresponding period ago.

Road sales for immedi ery continue to maintain t of the past few weeks a those of a year ago by erable margin. The hea of fall road sales is still b tained and are much in the corresponding period ago.

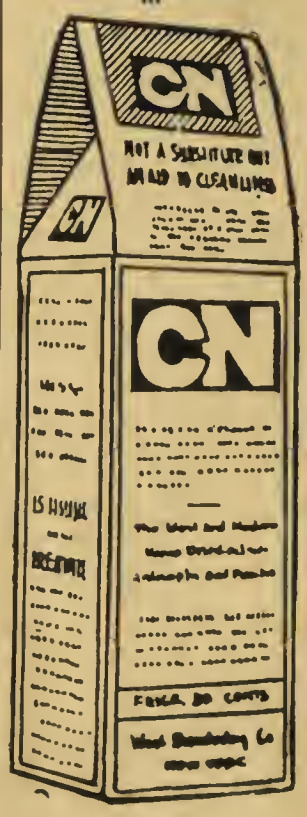
Customers have been in ket in much larger numb

Collections are normal.

Prices on domestic co firm, with an upward ten

I am enclosing my che years. I enjoy reading very much, finding it to spiration to me in my bu N. Kraybill, Rheems, Pa.

Do It NOW



Lay in your stock

CN

now, so as to be ready for th creased demand our 1916 cam will make for you.

C-N is a combined *cleanser*, *fectant*, *deodorant* and *antiseptic*, fast becoming a household nec

C-N is not only a sure seller, sure *repeater* and pays you a hand profit.

By placing one of our new, a tive window displays, you will g the advantage of our campaign.

Your jobber will supply you.

West Disinfecting Comp

HOME OFFICE

12 East 42d Street, New York, N.

Figures Showing Relative Value of the Little Things That Sell Often

ke Seventy-eight Dollars Gross Profit Per Year Out One Dollar Investment, an Article Simply Needs to l Every Day and Yield Twenty-five Per Cent. Gross ofit. If it Sells Monthly It Must Yield Six Hundred and ty Per Cent. Profit to Give the Same Yearly Profit.

e last issue something was to the relative value to a usiness of articles which small, sell every day, as d with articles which sell ss frequently.

ctual percentage of profit on any sale counts for but the turn over of the stock ent enough. In other words, rned daily at a small per- of profit is far more profit- the grocer than some other t is turned weekly, and this, yields a larger volume of

Added for Expense and Profit.	Turnover.	Sales Per Year.	Per Cent. Gross Profit.	Total Gross Profit.
25c.	Daily	$390.00	20	$78.00
25c.	Semi-weekly	130.00	20	26.00
25c.	Weekly	65.00	20	13.00
25c.	Semi-monthly	30.00	20	6.00
25c.	Monthly	15.00	20	3.00
25c.	Bi-monthly	7.50	20	1.50

et a clear understanding of at this means take the same ferred to last week—bread. rned over daily at a gross f 20 per cent. This gives grocer a profit of $78 each each one dollar investment, our, that is only turned once irty days (monthly), only yields a profit of $3 per year on each one dollar invested. Or the tea and coffee stock that is turned weekly at 20 per cent. profit only yields $13 per year profit on each $1 invested.

Look at this from another angle and see what we get from a range of percentages running from 20 to 33 per cent.:—

Added for Expense and Profit.	Turnover.	Sales Per Year.	Per Cent. Gross Profit.	Total Gross Profit.
25c.	Daily	$390.00	20	$78.00
30c.	Semi-weekly	135.20	23	31.10
35c.	Weekly	70.20	26	18.25
40c.	Semi-monthly	33.60	28	9.40
45c.	Monthly	17.40	31	6.40
50c.	Bi-monthly	9.00	33	3.00

also interesting, while we are subject, to figure what the nent must be to earn $78 per year on the various turn overs given above, using 20 per cent. gross profit as the basis.

Added for Expense and Profit.	Turnover.	Sales Per Year.	Per Cent. Gross Profit.	Total Gross Profit.
$0.25	Daily	$390.00	20	$78.00
.75	Semi-weekly	390.00	20	$78.00
1.50	Weekly	390.00	20	$78.00
3.25	Semi-monthly	390.00	20	$78.00
6.50	Monthly	390.00	20	$78.00
13.00	Bi-monthly	390.00	20	$78.00

ill be interesting to see what tage of profit must be added cost price in order to make dollar investment earn $78 ar at the different turn over s:—

nt. Turnover.	Per Cent. Gro. Profit.	Total Gro. Profit.
Daily	25	$78.00
Semi-weekly	75	78.00
Weekly	150	78.00
Semi-monthly	325	78.00
Monthly	650	78.00
Bi-monthly	1,300	78.00

These are all very interesting figures, and well worth careful study. Any grocer who will take the time to analyze his stock and arrange it into groups, will soon be able to decide what lines it pays him best to push, and he will then be in a better position to make plans and devise ways and means whereby the sale of goods in those lines may be promoted.

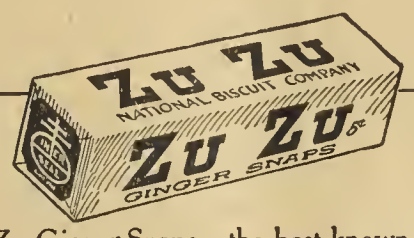
Appearance Counts

Every grocer should appreciate fully how much the appearance of things has to do with successful storekeeping.

National Biscuit Company products in the well-known In-er-seal Trade Mark packages and the attractive glass-front cans are a bright spot in any store.

They are profitable reminders—they remind customers to *buy*. National Biscuit Company products have established and maintained a quality that is unapproached in the baking of crackers, cookies, wafers, snaps, cakes and jumbles.

Make the appearance of things in your store a selling factor by stocking with a complete assortment of N. B. C. biscuit.



Zu Zu Ginger Snaps—the best known, largest selling, most widely distributed ginger snaps.

NATIONAL BISCUIT COMPANY

Keep in mind the turn over rather than the actual percentage of profit made on each individual sale, with the view of encouraging as much as possible the sale of goods that move fast.

Short Wheat Crop Predicted.

It seems fairly well assured, according to a special committee of the Chamber of Commeree of the United States, of which A. W. Douglas, of St. Louis, is chairman, that the winter wheat production this year will be appreciably less than that of 1915 and 1914. In fact, according to this prediction, it will be below the ten-year average of the decade 1906-1915, approximately one-third less than the harvest of 1915, or roughly speaking, around 450,000,000 bushels. The committee declared there was approximately at the time of its survey, April 8th of this year, 20 per cent. less acreage standing in wheat than at the same time last year. The question of what the price of wheat will be during the next six months is one which will have a profound effect on the business of the country. The committee's forecast, at least for the spring and summer, is for comparatively high prices in wheat, since at the time of observation there did not seem to be any likelihood of the corn approaching the yield of last year. This estimate is based on a continuation of European hostilities. Should peace come, however, and the Dardanelles be opened, releasing what is generally thought to be the accumulated surplus of wheat in Russia, there would undoubtedly be a decline in priee. What this deeline would be, the committee says, can only be a matter of conjecture.

Men With Sales Ability

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. Sixty-three per cent. of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

WITH THE EDITOR

Selling the Chain Stores.

The following letter, which has also been answered by mail, is worthy of the highest consideration:—

———, N. Y., April 24, 1916.

To the Editor.

Dear Sir:—I am anxious to learn what manufacturers are really trying to protect the legitimate grocer in his fight with the chain store type. For example, the Royal Baking Powder people sell to the cut rate stores so that they retail at 39 cents, and in some cases as low as 36 cents, per pound. I have bought right here in my own town Blue Label Ketchup at 11 cents for the 15-cent size, the regular jobber's price to me. You can readily see what chance a small grocer has at meeting such prices. I understand that there are manufacturers who are trying to protect the legitimate grocery trade by refusing to sell or allowing the jobber to sell to the cut rate stores. A list of these manufacturers at the best could not be long. Why not make an "Honor List" in your columns, to be added to from time to time? It would be of great service to us, I believe.

Yours truly,

NEW YORK SUBSCRIBER.

Almost all large manufacturers will to-day sell the chain stores on a quantity basis; that is to say, they will sell them in 100-case lots at a lower price than they will sell one or five cases. When complained to as to this preferential price, they say it is not a preferential price at all—they will sell the same quantity at the same price to any retailer who will buy.

Almost no large manufacturers refuse to sell the chain stores absolutely, and all of them, if complained to, use the same argument as to why they should not be asked to refuse. They say: "It is impossible to prevent a chain store concern from getting our goods if it starts out to do it. Somehow or somewhere it will get them, as universal experience has shown. Therefore our refusal to sell it would not keep the goods out. And furthermore, if we should refuse to sell a chain store, it is at once turned into an enemy. It will get our goods in a roundabout way and of course will always cut the price. Our business is demoralized to a very serious degree and we do not believe it is fair to ask us to endure this. We sell the chain stores practically because we have to."

I am free to confess that I see some force in this argument. A manufacturer who sells a chain store can often do considerable to keep that store from cutting prices, but if he has refused to sell it and it has gotten his goods in some other way as a revenge, of course he has no influence with it at all. Almost inevitably it will cut the price. The squabble between the Cream of Wheat Co. and the Great A. & P. Co., discussed elsewhere in this issue, is a timely illustration.

As to selling chain store concerns on condition that they hold the price, any manufacturer can legally do that, but they are hard to convince of it, and most of them are afraid to mix up with the monopoly laws.

In many cases one of these two plans would help:—

1—If a chain store is selling a proprietary brand at a cut price lower than you can sell it for, but which pays the chain store a satisfactory profit, it is at least partly because it is buying in quantity at a lower price than you buy. I should organize a co-operative buying exchange, if I could, for the purpose of getting as close to the chain store's buying basis as possible. Then you can come closer to meeting the chain store's selling price.

2—If a chain store is simply wantonly cutting the price of a proprietary brand, by selling it at a price which is not paying it a profit, and you find it impossible, under these circumstances, to get a profit on it, I should notify the manufacturer that I intended to throw his brand out at a certain time if he did not do what he could to stop the cutting. If he did nothing, I should throw it out and notify him that I had done so.

Was This Good Business?

Some retailers are far too ready to cut a price; others are far too loath to do it. There is undoubtedly a time when cutting is the wrong thing to do, and there is undoubtedly a time when it is the right thing to do. Recognizing these occasions is one of the fundamentals of successful merchandising.

For months the supply of a certain English fruit jam has been very light. The English Government commandeered most of the output for the troops, and the United States got only the leavings. The price has continually gone up. All the old stock in the country has been drawn on, and some of the goods which have been offered by retailers were two years' old. Of course the quality has gradually deteriorated, until the other day a customer at one of the large central Philadelphia stores got a jar which had half turned to sugar and had lost practically all its juice. Other purchases of this jam which were very nearly as bad had been made shortly before that. Of course the top price was charged for all of it.

This store has lost a good customer by doing this. She is convinced that she is being plucked and she has transferred her account to another store. What should this store have done that it did not do? It seems to me that when its stock began to go back it should have cut the price and cleaned it out. The old stuff was not worth the full price, and the fact that some people would grudgingly pay the full price rather than do without was not sufficient reason, I respectfully submit, for charging it. This retailer was guilty of pure greed when he squeezed the last cent from his shop-worn stock. He probably feels he has done a fine stroke of business, but has he?

What doth it profit a merchant if he gain an exorbitant profit on twenty jars of jam and lose a good customer forever?

Fifty Years Ahead of the Times.

The California State Superintendent of Weights and Measures has taken an interesting stand on schemes like advertising sixteen pounds of sugar for $1 when bought with other goods. He says they violate the California law against dishonest advertising and unfair competition, and has ordered one firm to discontinue them. Here is the order which was sent concern in question:—

The attention of this depa is called to your advertising local paper where you offe sugar, sixteen pounds for $ condition the sale of samc the purchase of other comm the profits of which, no makes up for the loss th may sustain in the delivery o at a price below the standar ket value of same.

Advertising the sale of 'a commodity, and promising this commodity at a price bel market value, and conditioni sale upon the purchase of commodities, which other cor ties are sold at values in exc the true market value, which sive profit is calculated to m for the loss in the sale of the commodities, is altogether m ing, and has a general tende disturb legitimate business.

It further has a tendency turb and disrupt the princi legitimate and fair competiti tween merchants and does not to the interests of the consun fact, it is a subterfuge metl obtaining business through r resentation.

Section 654A of the Penal under the title of "False Ad ing Prohibited," covers this and makes the committal of a misdemeanor.

Your attention having been to this matter will, no doubt, r any further cause for the c of this department.

CHAS. G. JOHNSO State Supt. of Weights and ures.

It would be fine if this w but I would willingly make est wager that it is not tru that the first court that gets say so. There is no law now istence which is far-reaching to stop things that merely " legitimate business." We a ceeding in that direction, l have a long way to go bef get officially to the point wh California Weights and M Superintendent has planted h My own belief is that we wil get quite there.

If a concern offers 16 pou sugar for $1, provided it is with other goods, *and the p those other goods has no raised,* I see nothing whatev is against the law or that is slightest degree a fraud.

Enclosed find check for years' subscription to the "M Merchant and Grocery World. consider it a necessity in our ness.—Lance Bros., Glen Ga N. J.

The New York Letter

ll Shows Up American Fair Trade League Suit as ding and Childish. Beef Stew Order Seems to Have n Placed at Last. Paper Bag Concern Involved. ·ket Summary.

respondence of "Modern Merchant ·ocery World."

w York, April 28, 1916.

r the week Mr. George B. president of the Sperry & ion Co., issued a statement he shows the suit brought im by Dr. Galloway, of the n Fair Trade League, to be st trifle. In the last issue orrespondence this suit was and discussed. The Ameri- r Trade League issued on which retailers were state their impressions of stamps. It appears that the z Hutchinson Co. had some s printed, at their own ex- nd circulated these among retailers. The answers ese retailers gave were then ed to the League. Dr. Gal- ntered suit for heavy dam- ainst Mr. Caldwell on the ground that the blank, which the latter had reprinted, contained Dr. Galloway's name, and its unauthorized used by Mr. Caldwell was injurious.

In Mr. Caldwell's statement he sets forth considerable correspondence between himself and the League, in which he offers to throw the business of the Sperry & Hutchinson Co. wide open to any of the League investigators. In one of his letters to the League he wrote as follows:—

> I am very anxious that this investigation shall be made by your committee in a spirit of absolute frankness and honesty. I welcome it because as a new officer of this company and as a person who believes in premiums, I am desirous of avoiding, so far as it may be done, any of the mistakes many other forms of advertising have made. I certainly believe that out of such a conference as we can have with your committee and your committee with us, we will arrive at some fair conclusion that will be mutually advantageous. To that end you can rest assured that we will co-operate fully with you and your committee, and would like to have you visit us if I can urge you to do so before the 20th of August, at which time I am now planning to take a short vacation.

Later when the League had its blanks printed and sent them out, the Sperry & Hutchinson Co. makes no secret of the fact that it had some duplicates printed, which, of course, it had a perfect right to do, as the blank was not copyrighted. Mr. Caldwell's statement as to this is as follows:—

> Further to aid in an impartial investigation, we had printed—at our own expense—Dr. Galloway's list of questions without answers and submitted them to many merchants for their consideration. Perhaps we were wrong in assuming that the American Fair Trade League wanted an impartial investigation of the trading stamp and coupon question, but we did so assume, and this was our only reason for having these blanks printed.
>
> All replies to Dr. Galloway's questions whcih were received at the office of the Sperry & Hutchinson Co. and the Hamilton Corporation were forwarded by us to the American Fair Trade League. The assumption of Dr. Galloway, that he has been damaged in his reputation could not have arisen from this transaction, inasmuch as it was a matter entirely between ourselves and the American Fair Trade League. If, by any implication, Dr. Galloway could have been injured in his reputation as an economist it could have happened only by a public announcement of these facts, that Dr. Galloway has made himself, or permitted the American Fair Trade League to make for him.
>
> The replies which we received, I forwarded to Dr. Galloway under date of February 11th and again on February 17, 1916, so that the committee could have the benefit thereof. Had there been anything other than honest co-operation intended, I certainly would not have sent batches of replies that came first into our hands, and had to pass through my office, to Dr. Galloway. The cause of Dr. Galloway's suit against the Sperry & Hutchinson Co. and myself can be found in the fact that I am president of the National Trade Association, as the published statement of the secretary of the American Fair Trade League now declares, and am consequently opposed to the passing of the bill for price maintenance which the American Fair Trade League is promoting and which I consider to be inimical to the interests of the consumer and the millions of trading stamp collectors and to the merchants and manufacturers using profit sharing methods.

* * *

The famous beef stew order for the use of the foreign armies has popped up again, and it is now stated that the order has actually been placed. It is said that the stew was to be delivered in one pound cans, so many per week for 12 months beginning April 15th. The

(Continued on page 24.)

For Twenty-five Years

DANDELION BRAND Has Been a Profit-Maker for Grocers

The profits from DANDELION BRAND BUTTER COLOR are certain. Dandelion Brand enables the butter maker to get more money for his product, and it enables you to get more money for butter.

Dandelion Brand Butter Color

Ninety per cent. of the professional butter makers of this country use DANDELION BRAND. You will make money if you advise your customers to use this staple product.

We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.

Burlington, Vermont, and 200 Mountain St., Montreal, Canada

Manufacturers of Dandelion Brand Butter Color

Dandelion Brand Butter Color

The color with the golden shade

"The Ferris Monthly Chat

With 30,000 Grocers on the Atlantic Sl

F. A. Ferris & Company

262, 264, 266, 268, 270 and 272 Mott St.

New York

April 19, 191

Last time it was on "A SQUARE DEAL as to WEIGHTS"
Now suppose we talk about "A SQUARE DEAL with ONES-SELF"

Here's to you again, our Fellow-Merchants of the Atlantic Slope—A busy and promising Seed Time for one and all. And a generous Ha round out the year later. Are we putting in "our best licks" for that by insisting on A Square Deal with Ones-Self?

You are much interested in Canned Goods, Appetizers worth while in every Family, making for Health, Pleasure and Economy, and if of righ and well sold leaving a quota of profit in your Bank Account unless you throw it away. Do you ever thoughtlessly do that? "The Burned Child the Fire." You are interested, of course, in the Canner Fraternity; it is important to you that they should be Honorable, Fair, "Up-to-snuff," with En to fully meet the occasion every Season.

Did you attend their Ninth Annual Convention? Have you read about it? In combination there were 1st: The National Canners' Associati The National Machinery and Supplies Association—3d: The National Canned Goods and Dried Fruit Brokers' Association. Six Hundred men a the opening Session in the crowded Auditorium of the Hotel Seelbach, at 8 P. M., Monday Evening, February 7th. These Merchants and Manuf rose to their feet as the Rev. Dr. E. L. Powell, a notable Pastor of Louisville was announced to offer an Invocation. There have been Invocations and tions; doubtless this Prayer will stand out in the memory of every man there as none other he ever heard. All listened in silence with intense i all were profoundly impressed by the Reverence, the Nobility of View and Utterance, the insistence of High Toned and Beneficent results in busin its measuring up to True Ideals. And at its close each man sat down with a sense that it was a much more manly thing to be "A Merchant as is a Me than he had been thinking.

Whoever before tried working a Prayer to the Almighty Father of us all, into the advertising pages of a Grocers' Journal? But here goes off, Brothers! Dr. Powell shall lead our crowd for three minutes and see if he does not appeal to the best that is in us as he addresses Almighty G our own Convention of Thirty Thousand Men.

(Notice certain pivotal words in Dr. Powell's Prayer.)

INVOCATION.

We thank Thee, OUR FATHER, for THIS OCCASION AND HOUR. We thank Thee for the FELLOWSHIP represented in this gathering

May these men come together under a solemn sense of RESPONSIBILITY, under the INSPIRATION OF THE NEW AND HIGHER II in business life. May they find JOY IN PLANNING AND DEVISING METHODS AND MEANS TO BEST SERVE their great constituency.

Teach them, and all of us, the GREAT LESSON OF COMMUNITY INTEREST. May we know that ONLY AS ALL ARE BENEFITE EACH BE BENEFITED. May we NOT SEEK OUR OWN PROFIT AT THE EXPENSE OF OTHERS, but may we seek OUR OWN PRO MAKING PROFITABLE TO ALL—the business which enlists our thought and service.

Help us to CAPITALIZE OUR IDEALS and to know that THE INVESTMENT OF COURAGE AND CONSCIENCE AND OPTIMIS bring rich returns.

And as we think of Material Interests may we know that the whole World of Commerce can only be brightened and exalted as we shall i business IN TERMS OF CO-OPERATION WITH GOD in material concerns.

Help us to know that as business men we can make a splendid contribution through our Business to the Country we love. Help us through th that we put into Business to make THE STARS ON OUR FLAG, which are symbolic of our Ideals, TO SHINE WITH NEW LUSTER AND BRIGHTENING VIVIDNESS.

We are met, Holy Father, in the Name of BUSINESS, but as well in the Name of SERVICE. May the Genius of Money Making be consecr the end sought—THAT OF BESTOWING THE GREATEST SERVICE WITHIN OUR POWER to those whom we are called upon to serve.

May FELLOWSHIP, FRIENDSHIP and FRATERNITY, be the high notes in the music that shall come forth from all our material interes

---

The Doctor's Point of View seems to be that all business men are Brothers, and not Ishmaelites "Whose hand was against every man and every hand was against them." Any Merchant should not be tempted to make use of any measure that happens to suit the whim or emergency of the mom may not go on the plan that "It is every man for himself, and the Devil take the hindmost," but, rather, that "an injury to one is an injury to all." about the suggestion that Courage, Confidence and Optimism are better than sneaking under-cuts; devilish greed; "do the other fellow before he chance to do you." Had this Western Parson better stick to his pulpit and let enterprising Canners, etc., alone, or is he DEAD RIGHT?

One thing is sure, every man hopes when the fight is over and he lies in his grave, his fellow Merchants with affection may be able to write s Epitaph as this—"A Merchant of High Ideal; ready to serve all. A man of courage, conscience, hope. He was as glad to help others as he was out himself."

And how wonderful it is that the Great Father is willing to be a Special Partner in your business and mine. If we are big-hearted Merchants, whether large or small sphere, we can serve Society and honor our Flag as well as get gains to ourselves.

So one's success rates not by how big a business he builds up nor how much money it makes for him, but of how much real service he is to all, without to any. Surely the Kentucky Minister does not understand business, or would he think that the Golden Fruit of A Merchant's Life was to produce OWSHIP—FRIENDSHIP—FRATERNITY. After all, are **these** only the wild fancies of an Inland Priest, or did he get a Vision from Heaven, oes he bring a God-Word to the Canners of the United States and to our Crowd of 30,000 Coast Merchants? How can we boil it down and will this "Co-operation for General Welfare" instead of "Competition to wreck the other fellow."

Editor Barrett tells us the Six Hundred Canner Men stood, intent, reverent, and as if inspired by a new Revelation. Did they go home new men? ennobled Merchants?

But, verily, was not the Kentuckian like one of God's own old-time Prophets, as he took up the Ancient Benediction, taught the Priests by the lips ıovah?

"The Lord bless us and keep us, the Lord make his face to shine upon us and be gracious unto us, the Lord lift up His countenance upon ; and give us peace," through Jesus Christ, our Lord. Amen.

He was going back, some ways, but, Men, have you ever seriously studied the business standard set by the Great Law Giver, Moses, thirty-five ed years ago? What would happen if this were adopted by our 30,000 Merchant Leaders as their Code of Ethics for 1916?

"Thou shalt not take up a false report; be an unrighteous witness; thou shalt not follow a multitude to do evil or speak in a cause to turn ide after a multitude to wrest justice. That which is altogether just shalt thou follow."

"Thou shalt not have in thy bags divers weights, a great and a small; thou shalt not have in thy House divers measures, a great and a small. perfect and just measure shalt thou have, that thy days may be long upon the land which Jehovah, thy God, giveth thee. For all that do unright- ousness are an abomination unto Jehovah, thy God."

"Thou shalt not steal, neither shalt thou deal falsely, nor lie one to another. And ye shall observe all my statutes and all my ordinances nd do them. I am Jehovah."

Do we Modern Merchants realize the high standard of these old-time Business Ethics?

One very noticeable feature besides the remarkable character of the Invocation is "A Code of Ethics," deliberately submitted by The Brokers' Associa- o its Members. These are some of the points:

1. The Broker, as the connecting link between Buyer and Seller, must maintain the dignity of his position.
2. Absolute fairness and honor to both Buyer and Seller.
3. Respect the rights of competitors and never attempt, by unfair means, to interfere with their business. The Broker's client is his stock in trade; leliberate attempt by another Broker to unfairly secure such representation is against good brokerage ethics.

Co-operation among Brokers is the best way to strengthen their position in the business world.

The division of Brokerage with either Buyer or Seller is the poorest way of building up a brokerage business—indicates that the Broker puts a low on his services. Reputable Buyers and Sellers count this most unfair competition and an indication of weakness on the part of the Broker.

Contracts, etc., should be full and accurate and furnished to both Buyer and Seller. The Broker should always stand for a fair deal between Buyer Seller. All contracts should contain a Clause providing for Arbitration in case of dispute.

Good for the Brokers' Ethical Standards. Well, how shall the Canners and we Thirty Thousand get up to the original and worthy ideals in the year 1916?

One Saturday Afternoon Our Senior happened to be at his door as a bright lad of fourteen came across the lawn with a swinging step, and handed The Evening Post. There was a cordial Greeting and our Senior said:

"What are you doing now, Morris?"

"Oh, in High School."

"How long before you finish?"

"One year more."

"What then?"

"I am going to College, Sir; I'm bound to have an education."

"And what then?"

"I don't know yet."

"Where is your Church Home?"

(Hesitatingly) "I—don't—live in M."

"Where **do** you live?"

(Still hesitating)—"In N."

"And where do you go to Church in N?"

(A little more hesitation)—"I go to the Synagogue. I am a Hebrew."

Here his face flushed and his eyes fell. Our Senior went on earnestly, "Morris! do you realize you have in your veins as fine blood as the World ever known? Aren't you proud of Abraham? 'The Friend of God?' God had said to him, 'Get thee out of thy Country and from thy Father's House come to a land I will give thee and make of thee a great Nation and in thy seed shall all the families of the Earth be blessed.' And Abraham did it! came out at the call of his God! So he got his name 'The Hebrew'—'The Comeouter.' Remember that, Morris, 4,000 years ago Abraham of your d **'came out'** at the call of God and went, not knowing where he was going, and he was called 'The Friend of God,' and you have the red blood of grand old 'Comeouter' in your veins. Aren't you proud of it?"

By this time Morris' Eyes were flashing; he was standing erect; his cheeks were glowing. Our Senior went on: "I have true New England Blood ıy veins; very proud of it; none better! My Grandfather on my Mother's side was in the War of 1812; marched a Company of Militia from West necticut to New London; he didn't have the chance to fight but he was ready to do it. To the end of his days everyone called him 'Captain Sam. Beers' he was as clean and true as he was patriotic. Am I proud of my Grandfather's Blood? On my Father's side my Great-Grandfather lies buried in an Country Cemetery in Westchester County, New York; and this is **his** Epitaph: 'A Soldier of the Revolution.' Am I proud of my Great-Grandfather's ɔd? Along my line they were all clean, true men. They lived up to their Blood. But good Blood don't make a man unless he lives up to it. I know

a lot of Yankees who are mean, small, low-down fellows; even their splendid Blood don't save them. What's the trouble? They don't live up to it! I my noble New England Blood back 300 years; but you can trace your noble Blood back 4,000 years to 'The Friend of God.'"

"And how about living up to your Blood? Like my low-down Yankees there are a lot of low-down Hebrews; their blood is all right but they live up to it. No Blood will save a man unless he lives up to his best. I musn't keep you longer, Morris, don't forget those other splendid men of Blood—Joseph and Moses and Daniel. Grander men never lived. You and I must live up to our Blood! Good-bye!"

You should have seen that lad's radiant face as he wrung the Senior's hand and turning away he looked back and said, "Good-bye! Thank you! never forget what you have said to me this afternoon."

Two years later he met one of our Senior's Daughters at the Depot and inquired after his health. He said, "Please tell your Father I shall never f what he said to me on that Saturday afternoon."

And Morris is working it out. He has a burning ambition to live up to his Blood. God bless him. It is splendidly worth his while, is it not?

Two hundred and fifty years ago there was another man of rare vision. He saw in dreams what all these witnesses have been saying to other ways. Do you remember the picture? There was a man on his knees. He had a little muck-rake in his hand. He did not look up or about him raked to himself the straws, the small sticks, and the dust of the muck. There stood One overhead with a Celestial Crown in his hand, offering it to in exchange for his muck-rake, but the man would neither look up nor regard.

Rev. Dr. Jowett, one of our famous City Pastors, has prepared a book containing a brief prayer for every morning in the year. One of the harmonizes with all that has gone before, we think you will like to see it:

"My Father, give me the grace of fair dealing. Enlarge my heart so that I may have room for my Brother. May I not crowd him out of my thou May I surround him with large and gracious sympathy."

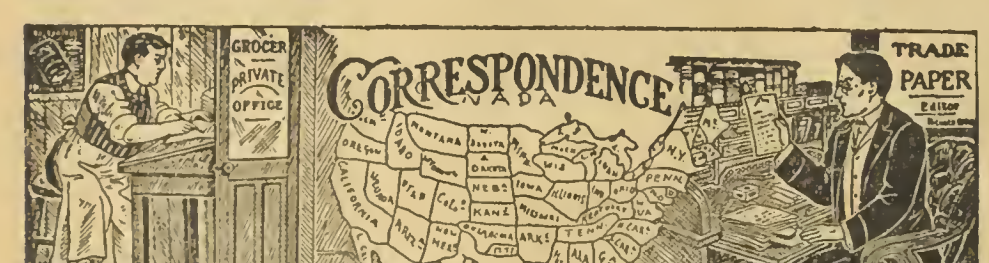
The call of the Kentucky Clergyman to High Merchantly Manhood rings in our ears. The Clean-cut Ethics of the Broker's Association are befo Do we catch the enthusiasm of the lad whose soul is fired to reach His Best? And from now, is the morning uplook our prayer?

Accept our best wishes, and believe us,

Yours for FELLOWSHIP, FRIENDSHIP, and FRATERNITY,

D. F. Ferris Company

Nos. 262-264-266-268-270-272 Mott Street,
New York City.



We would be pleased to have for publication in this column the ideas of our readers upon trade topics, t being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Investing in a Town Building Corporation.

Phoenixville, Pa., April 25, 1916.
To the Editor.

Dear Sir:—Will you let me know in your columns what you think of taking a share of stock in the new city of Lomax, Illinois. There is an organization that sends me a paper which tells how the money would double itself in five or six years, and if that is true it would be a fine investment. I believe they want to build several new cities in the United States. One share is $10 and I would be glad to invest a little if the thing was O. K. Perhaps you know something about it.

Yours truly,
MATTHEW PENO.

Don't you believe that your money invested in any real estate promotion scheme would double itself in five or six years. It has never been done unless gold was discovered in or near a new town, or oil, or something calculated to draw people. There are so very many things that a scheme like this must overcome before it can get on a paying basis that we look on it as an exceedingly hazardous investment. In fact it is hardly an "investment" at all; it is more of a wager.

* * *

Who Knows "Snow Cap" Salmon?

Reading, Pa., April 26, 1916.
To the Editor.

Dear Sir:—Will you kindly let me know some wholesale fish house in Philadelphia or one where we may obtain the 7-ounce cans of Snow Cap sockeye salmon. Would be very grateful to you for any help you could give.

Kindly oblige one of your subscribers.

Yours respectfully,
MRS. H. BAURETHET.

We have inquired of several concerns, but nobody has ever heard of Snow Cap salmon. Perhaps some subscriber has.

* * *

The Harvard Accounting System for Retail Grocers.

Canoe Camp, Pa., April 20, 1916.
To the Editor.

Dear Sir:—To whom should I write, Cornell or Harvard University, to get the system of keeping account of my business?

I saw in your columns some time ago that you advised one of these college's system and I don't remember which one you mentioned.

Very truly yours,
U. F. GOODALL.

Write the Bureau of Research, Harvard University, Cambridge, Mass.

* * *

Books on Sausage Making.

Charleston, S. C., April 19, 1916.
To the Editor.

Dear Sir:—We are writing to ask if you will be so kind as to give the names and where we can purchase books, giving the names and description or describing the facturing of sausage and mea a delicatessen department.

Thanking you for your tr we are,

Yours truly,
STANDARD GROCERY
Per D. C. Ca

We know of no book on thi ject, but you might be able t it by writing the "National visioner," New York City.

* * *

National Biscuit Co. Discou

Medina, N. Y., April 13, 1
To the Editor.

Dear Sir:—Can you give m information in regard to wh the National Biscuit Co. se merchants of grocers' associa giving them the benefit of the 5 per cent., making 15 per ce all, when an aggregate of $50 month is purchased? I under that they do transact business grocers as members of an as tion, the agent taking the orde the regular way. The Atlanti Pacific receive more than 15 cent., I understand, and sell National Biscuit Co. goods at price they are billed to the re us. The extra five looks good and we are going after it as a sociation.

Yours truly,
NEW YORK SUBSCRIBE

have taken this up with the
al Biscuit Co., which at once
to send a representative to
ve correspondent to take up
ter personally with him.

* * *

nited Grocers' Corporation.

edo, Ohio, April 22, 1916.
Editor.

Sir:—Several of our stock-
have forwarded me clip-
f your paper carrying the in-
of Mr. A. J. Hazel, Boals-
Pa. I think your answer to
azel was very good.

United Grocers' Corporation
ing good progress, is in ex-
financial condition, discounts
ills, has no borrowed capital,
ery bill, attending strictly to
s and working hard, and I
re the success of the company
rtainty.

newly elected officers for the
g year were as follows: Pres-
G. S. Hamm, Knox, Pa.;
esident, C. C. Truax, Toledo,
secretary and treasurer, H.
therill, Toledo, Ohio. The
rs are: G. S. Hamm, Knox,
. C. Truax, Toledo, Ohio; J.
enger, Grantham, Pa.; C. R.
, Shenandoah, Pa.; H. E.
rill, Toledo, Ohio; E. A. Hol-
, Leroy, Pa.; D. Fred. Birch-
Birchardville, Pa.; H. J.
r, Knox, Pa.; W. G. Rudert,
na, Pa.; E. D. Penwarden,
Brook, Pa.

corporation combines in one
ny that of producing, manu-
ing, brokering, jobbing and
uting food merchandise, oper-
our branch distributing plants,
g our resident retail mer-
adjacent to those branches,
ill in the future, in addition to
establish, own and operate in
arger cities, in connection
ach branch distributing plant,
in of cash retail grocery

r corporation owns its own
g and carton plant equipment,
roasting plant, its ammonia,
g. extract, baking powder,
facturing equipment, its trade-
s, patents, dies, plates, its in-
ent in cartons, labels, raw ma-
s, manufacturing supplies and
ed merchandise, and has this
id for. In addition to this it
s accounts receivable, office
ure and fixtures, notes receiv-
which are coming due each
h and none of them exceed
months' time, and its cash on
and in bank, and does not owe
dollar to any one in any way,
er, shape or form except such
y debits which are carried on
statement and are covered by
y credits.

r corporation carries less over-
expense than any company
which I am familiar. Econ-
is our watchword. The total
ies of our officers do not exceed
0 a year. One of the many safeguards which our directors and officers have inaugurated is the purchasing system of merchandise and equipment which only permits the buyer or the one purchasing said merchandise or equipment to purchase same on signed requisition blanks of our corporation, and these requisition or purchasing blanks must be countersigned by the writer or one of his assistants, and these signatures are only attached when our corporation has the cash in bank to pay for said merchandise or equipment, which greatly safeguards each stockholders' investment.

We pay spot cash for every dollar's worth of merchandise we buy, take advantage of every discount, thereby establishing a good record with all manufacturers, producers and concerns with which we deal. We have not attempted to establish a permanent rating with Bradstreets or Duns because each day we are adding to our assets and any rating given us last month would not do us justice to-day. We always carry a good bank balance with our depository (the Second National Bank, Toledo, Ohio) to take advantage of any offerings of merchandise for spot cash.

One of the late important transactions of our corporation is the purchase of the desirable factory site, buildings and power plant of Messrs. Waldcutter, Kahlenberg & Co., chair manufacturers, of Toledo. This purchase will be completed as soon as the title of the property has been examined and approved by our attorneys. Arrangements have been made for the sale of sufficient stock to pay for this property without adding one dollar of obligations or indebtedness to our corporation.

This large and valuable property, acreage and well constructed buildings, railway sidings, with our present equipment, will give our corporation one of the largest, most modern, diversified food manufacturing plants in the country, together with large and ample storage facilities for our central storage plant, which will serve our branch distributing plants. This will place our corporation in a position to turn out its special brands of merchandise and take advantage of large purchases of other merchandise and own same at the smallest possible cost.

Our corporation is now about two and one-half years' old, has on the market about 270 of its own manufactured products sold under its trade-mark Un-Gro-Co which produces a profit to our corporation from 9 to 320 per cent. on these respective articles.

One of the strongest points to me regarding the earning capacity and profit to be made by each stockholder on the stock of our corporation is the present selling price of stocks of companies manufacturing "Royal Baking Powder," "Ivory

That's it, of Course.

"There it is—the one with the big red word Jell-O on it."

That is the way to be sure it is Jell-O. Every Jell-O package has the word Jell-O on it in big red letters.

The word Jell-O occupies in one particular very much the same position in the business world that the words "Kodak" and "Winchester" occupy.

You know everybody calls every kind of a camera a "Kodak," and all story writers speak of a rifle as a "Winchester." Now, it appears, all kinds of jellifying products are called "Jelloes," as though there were more than one

JELL-O

The Genesee Pure Food Co. makes all the Jell-O that is made, and the *other kinds*, made by Tom, Dick and Harry, are something else. They are not Jell-O.

You are interested because in selling Jell-O you turn your money over from four to six times oftener than with the "something else" kind.

THE GENESEE PURE FOOD CO., LeRoy, N.Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.

Meat Refrigerator For Sale

Made by C. V. Hill, Trenton, N. J. Size 7 x 14 x 12 feet high. It is in splendid shape, and will go at a bargain.

L. Lehman & Co.
DOVER - NEW JERSEY

Soap," "Old Dutch Cleanser," "Sapolio," "Diamond Matches," "Postum Cereal," "Grape-Nuts," "Quaker Oats," "Yeast Foam," "Magic Yeast," "Cream of Wheat," Francis H. Leggett & Co., Austin Nichols & Co., R. C. Williams & Co. and most every other stock in the food commodity business.

As an illustration, "Cream of Wheat" stock, the secretary of that corporation says, is practically not on the market; is a very close corporation, the stock being held in very few hands, that the corporation is only capitalized for $50,000, of which but $40,000 has ever been issued, the shares being $100 each. The surplus account is about $800,000 and has no outstanding indebtedness, and for the past ten years has earned 7 per cent. on a basis of $20,000 for each $100 share; this would amount to $1,400 a year profit on the $100 invested.

Yours truly,
C. C. TRUAX,
Vice-President United Grocers' Corporation.

* * *

To Sell Waste Paper.

Jacksonville, Fla.,
April 19, 1916.

To the Editor.

Dear Sir:—Please give us the names of parties who purchase waste or refuse paper in bale form, so that we might take the matter up with them and see what price they are willing to pay for waste or scrap paper.

Awaiting this information, beg to remain,

Yours very turly,
BAKER & HOLMES CO.,
Per H. C. Van Horn.

Charles Goldman, 731 Walnut street; J. I. Lenhart, 236 North Delaware avenue, both of Philadelphia.

* * *

To Buy Furniture.

Elmira, N. Y.,
April 24, 1916.

To the Editor.

Dear Sir:—We are subscribers to your valuable publication and read it each week with a great deal of interest.

While we deal principally in groceries, yet many of our members are in the market for furniture of various kinds, and we would ask you to kindly advise the names and addresses of two or three firms who deal in a general line of medium priced furniture.

Thanking you, we are,
Yours very truly,
THE BUYERS' FEDERATION, INC.,
By H. F. Lundy.

Peck & Hills Furniture Co., 141 Madison avenue, New York, or Fourteenth street and Wabash avenue, Chicago.

Goods That Are Being Advertised to Your Customers

"Modern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some discussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practieally every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, ete.]

May.

The American Magazine.

Ivory Soap, one page.
Campbell's Vegetable Soup, one page.
Puffed Wheat and Rice, two-thirds page.
Fairy Soap, one page.

The Century Magazine.

Fairy Soap, one page.
Swift's Ham, one page.
Campbell's Soup, one page.
Libby's Corn Beef, one page.
Ivory Soap, one page.

Collier's Weekly.

Grape Nuts, quarter page.
Sunkist Oranges, one page.
Clicquot Club Ginger Ale, quarter page.
Puffed Grains, half page.
Butter Kist, one page.
White House Coffee, eighth page.
Quaker Oats, half page.
Heinz Spaghetti, three-quarters page.
Eagle Milk, eighth page.
Pettijohn's, eighth page.

Everybody's Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Grape Nuts, one page.
Nabisco, one page.
Three-in-One Oil, four inches.
Bon Ami, one page.
Fairy Soap, one page.
New Post Toasties, one page.

Good Housekeeping.

Lowney's Cocoa, one page.
Royal Baking Powder, one page.
Armour's Lard, one page.
Procter & Gamble's White Naphtha Soap, one page.
Shredded Wheat, one page.
Crisco, one page.
Ivory Soap, one page.
Campbell's Ox-Tail Soup, one page.
Fels Naptha, one page.
Rumford Baking Powder, one page.
Welch's Grape Juice, one page.
Puffed Wheat and Rice, one page.
Borden's Evaporated Milk, one page.
Kornlet, one inch.
Swan's Down Cake Flour, one inch.
Cresco Flour, one inch.
Kitchen Bouquet, four inches.
Kellogg's Bran, four inches.
Minute Tapioca, four inches.
Lea & Perrin's, four inches.
Burnett's Vanilla, four inches.
Howard's Salad Dressing.
Colburn's Spices, four inches.
Pin Money Pickles, four inches.
Purina Flour, four inches.
Underwood Deviled Ham, half page.
Pettijohn's, half page.
Dromedary Dates, half page.
Sunkist Lemons, one page.
Ryzon Baking Powder, one page.
Cox's Gelatine, one page.
Kellogg's Toasted Corn Flakes, one page.
Quaker Oats, one page.
Carnation Milk, one page.
Morton's Salt, one page.
Burnham & Morrill's Fish Flakes, one page.
Princine Baking Powder, one page.
Knox's Gelatine, one page.
Gold Dust, one page.
Libby's Olives, one page.
Old Dutch Cleanser, one page.

Harper's Monthly.

Shredded Wheat, one page.
Postum, one page.
Swift's Ham and Bacon, one page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Grape Nuts, quarter page.
Baker's Cocoa, quarter page.
Shredded Wheat, one page.
Grape Nuts, one page.
Beech-Nut Bacon, half page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Baker's Cocoa, quarter page.
Postum, quarter page.

Ladies' Home Journal.

Ivory Soap, one page.
Liquid Veneer, quarter page.
Crisco, one page.
Heinz Spaghetti, quarter page.
Sunshine Biscuits, quarter page.
Underwood Deviled Ham, quarter page.
Sunkist Lemons, one page.
Junket, Junket Folks, four inches.
Royal Baking Powder, thirds page.
Quaker Oats, half page.
Campbell's Vegetable Sou page.
Three-in-One Oil, four inc
Minute Tapioca, one page.
Old Dutch Cleanser, one p
Sani-Flush, five inches.
Burnett's Vanilla, three in
Tanglefoot, eighth page.
Purity Cross Creamed C two inches.
Pettijohn's Flour, four in
Armour's Pure Leaf Lar page.
Beech-Nut Bacon, one pag
Welch's Grape Juice, half
Puffed Wheat and Rice, hal
Gold Dust, one page.
Kellogg's Corn Flakes, on

Ladies' World.

Cream of Wheat, one pag
Old Dutch Cleanser, page.
Campbell's Soup, half pag
Borden's Milk, quarter pa
Grape Nuts, quarter page.
Shredded Wheat, quarter
Puffed Wheat and Rice, hal
Tanglefoot, eighth page.
Royal Baking Powder, thir
Burnham & Morrill's Fish eighth page.
Minute Tapioca, two inches
Princine Baking Powder, ter page.
Lipton's Tea, quarter pag
Sunkist Lemons, quarter p
Gold Dust, six inches.
Rumford Baking Powder, ter page.
Quaker Oats, half page.
Beech-Nut Bacon, quarter
Pettijohn's, five inches.
Bon Ami, one page.

McClure's.

Ivory Soap, one page.
Campbell's Vegetable Sou page.
Grape Nuts, quarter page.
Heinz Spaghetti, three-q page.
Puffed Wheat and Rice, hal
Three-in-One Oil, four inc
Nabisco, quarter page.
Burnham & Morrill Fish third page.

McCall's Magazine.

Grape Nuts, third page.
Sunkist Lemons, third pag
Fels Naptha, third page.
Borden's Condensed Milk, page.
O-Cedar Polish, third pag
Liquid Veneer, one page.
Puffed Wheat and Rice, thirds page.
Quaker Oats, two-thirds pa
Minute Gelatine, three inch
Junket, The Junket Folks, inches.

The Week's One-Time Ads.

After I read the Ferris ad. this week I just sat still and thought for five or ten minutes. The *bigness* of a concern in this day spending its good advertising money, not trying to sell goods to people, but trying to make people better retailers! Just think of that! I'll tell you this, gentlemen, if I was in business that's the kind of firms I'd tie up to. I'd buy everything I could from them; because I'd be all-fired sure of a square deal. Just read that ad. Read it through—every word of it. "A Square Deal with One's Self" is the title, and it's a real uplifter, believe me. I say it does yo to stop in the midst of all other ads.—"Please buy this "Please buy that," and find body that thinks more of k business clean than he does ing his own goods to you. pages and a half in that ad. a a word about Ferris Ham Bacon from the first word last! I can't get over it. C beat it? The man that doesn every word in that ad. ain friend. He ain't even a fri his ownself.

JIMMY MAN

Baking Powder, third page.
in-One Oil, four inches.
half page.
n Bouquet, three inches.
Gelatine, half page.
lush, five inches.
hn's Breakfast Food, five

ust, one page.
utch Cleanser, one page.

The Outlook.

Grains, one page.
Baking Powder, one page.
mi, one page.
Oats, one page.
Nuts, one page.
Soap, one page.
in-One Oil, quarter page.
hn's Breakfast Food, half

Nut Bacon, quarter page.
o, one page.

urday Evening Post.

Soap, one page.
Ham or Bacon, quarter

in-One Oil, quarter page.
ne Biscuits, quarter page.
-Nut Crab Apple Jelly,
page.
k's Malted Milk, two

ion Milk, one page.
, one page.
t Lemons, one page.
Label Ketchup, eight inches.
Soap, quarter page.
Soap, one page.
's Meat Treats, eighth page.
-Kist Pop Corn, one page.
ell's Ox-Tail Soup, half

g's Toasted Corn Flakes,

t Oranges, one page.
Spaghetti, quarter page.
aid Raisins, one page.
-Nut Peanut Butter, eighth

s Cocoanut, half page.
r Oats, half page.
ell's Vegetable Soup, half

St. Nicholas.

s Ham and Bacon, one page.
Soap, one page.
ell's Ox-Tail Soup, one

l Wheat, one page.
one page.
in-One Oil, quarter page.
-Nut Peanut Butter, quar-

Brand Condensed Milk,
page.
r Oats, one page.
's Olives, one page.
Soap, one page.
Nuts, one page.

cribner's Magazine.

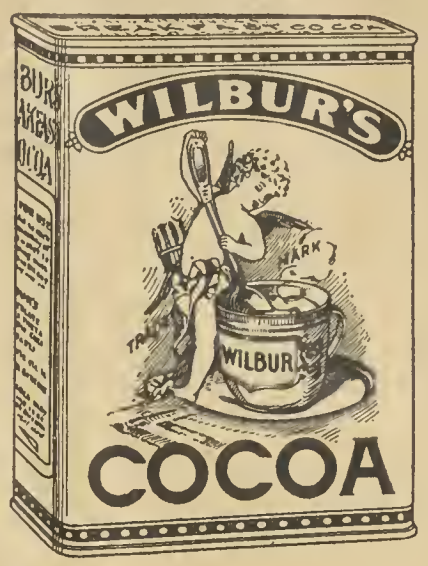
's Premium Ham, one page.
's Corned Beef, one page.
Soap, one page.
ded Wheat, one page.
's Cocoa, quarter page.
m, quarter page.
Baking Powder, quarter

e Youth's Companion.

er Oats, half page.
's Cocoa and Chocolate,
page.
lefoot, eighth page.
's Premium Ham and Ba-
arter page.
's Cocoa, four inches.
-in-One Oil, four inches.
ohn's Flour, eighth page.
ohn's Breakfast Food, eighth

ell's Ox-Tail Soup, half

d Wheat and Rice, half page.
ist Oranges, quarter page.
o, quarter page.
-Nut Peanut Butter, four



60 Ways to Use WILBUR'S COCOA

IS BEST FOR

Made in Philadelphia

are the 60 good reasons why wise housewives buy it and wise dealers push it. We keep consumers interested by steady advertising, we keep them pleased by maintaining quality and purity. No wonder WILBUR'S

SELLS LIKE SIXTY

and leads all others in sales to consumers and profits to dealers.

Tell your customers about the 60 delicious cakes, cake icings, puddings, sauces, desserts and candies they can make with WILBUR'S COCOA and you'll find it easy to sell them the *big pound cans* of WILBUR'S.

WITH THE BIG PROFIT

instead of the small quarter pounds of other cocoas with the small profit.

Let us send you a supply of our complete Cocoa Recipe Books—"Cooks' Tours Through Wilburland"—and our special plan for helping you increase your sales.

H. O. Wilbur & Sons, Inc.
PHILADELPHIA

Baking
Cakes
Cake Icings
Charlottes
Custards
Ice Cream
Puddings
Pies
Sauces
Desserts
Candy
Hot Cocoa
Iced Cocoa
Cocoa Syrup

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO CUSTOMERS

"When you use WILBUR'S COCOA for icing cakes, you don't have to cook it like chocolate. This saves time and trouble and there's no danger of your icing being lumpy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharic, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads., stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, di cartons, cuts for circulars and paper advertising, in the intere Snow Boy Washing Powder, Naphtha Soap, Lautz Marseilles and Big Master Soap.

Freihofer Baking Co., Phil phia. Furnishes window dis cut-outs thirty-four inches hig advertising Egg Macaroni; also ipe books, shelf slips and genera vertising matter.

P. C. Tomson Co., Philade Furnishes window and store di matter, cut-outs, signs, adver booklets, in the interest of Red Lye.

Swift & Co., Chicago, Ill. nish large dummy cartons, ha and cut-outs for window dis electrotypes for circular and paper advertisements, free co lantern slides, with dealers' nam them, in the interest of Wool Wool Soap Chips (boraxa Pride Soap, Arrow Borax Swift's Pride Washing Soap, S Pride Cleanser. This firm will send free 64-page retail dealers vertising reference book, conta valuable information, showing s mens of type faces, telling ho lay out ads., correct proofs and trating the many electrotypes v firm sends as above.

Curtice Bros. Co., Roch N. Y. Furnishes recipe boo shelf cards, ketchup, meat, jam syrup hangers, soup and ketchup outs, folders for mailing use, ele and picture slides, in the intere Curtice Bros.' various products

Franco-American Food Co., sey City, N. J. Furnishes large di cards, 22 x 32; car signs in ha shape, car signs in frames, fo and booklets, small display s electrotypes for newspaper or c lar work, and will also send trated catalogue to a selected li retailer's customers. The abov the interest of Franco-Ame Soups.

Charles W. Young & Co., P delphia. Furnish paraffine s muslin signs, metal signs for side and inside, car signs in and white, gift catalogues, and time to time special advertising ures. The above in the interes Young's Pearl Borax Soap, Borax Soap Powder, Scouring S Pearl Cleanser and Cygnet Soap

The Postum Cereal Co., B Creek, Mich., or any of its br offices, will supply retailers, fre cost, with full carton displays interior or window. If desired, company will send its own me arrange these displays. The pany will also supply retailers, du the season, with samples of the ious Postum products.

The Franklin Sugar Refi Co., Philadelphia. Furnishes dow decorations, booklets and ters when their specialty men located so that they can reach dealers' towns. Franklin Ca Sugars.

C. F. Sauer Co., Richmond, Will furnish all advertising and play matter necessary to mak good display of Sauer's Flavo Extracts. Retailers sending sh state the purpose for which the vertising matter is wanted.

Joseph Tetley & Co., Inc., York City. Furnishes large cut- for window displays; velveen in display cards and transparent s for window or door.

(Continued on page 26.)

OUR great National Advertising Campaign is teaching fifty million people to ask this question—

AND their answer will be the prompt patronage of stores that measure up to the modern methods indicated.

"Which store will give greatest value?"

'T is the store that sells good merchandise at fair prices.

is the store where you are waited on promptly.

is the store where they do not make mistakes charges, nor ask you to pay bills twice.

is the store where you do not have to wait for ange.

is the store where the proprietor has time to see at things run smoothly.

tores equipped with the up-to-date Cash Register ve this valuable service.

his machine furnishes every customer with receipt or sales-slip.

It prints on this the amount paid or charged.

On this is also printed the date of sale and who made it.

It forces a duplicate, printed record for the merchant.

Such stores do not have to skimp on help or delivery to make up for losses through errors or carelessness in handling money.

Such stores make all their legitimate profit.

It pays to trade in stores equipped with up-to-date National Cash Registers.

The National Cash Register Company, Dayton, Ohio

NCR Service
A printed receipt or sales-slip with every purchase

Registration for trademark and copyright applied for.

Look for this sign in store windows

MR. MERCHANT: The above advertisement has recently appeared in magazines and newspapers reaching fifty million readers.

We are spending a vast sum of money to teach the public to co-operate with you in your efforts to protect your customers, your clerks, and yourselves by the use of modern efficiency methods in retail merchandising and accounting.

Have YOU that kind of store? If so, you will get the *full* benefit of our educational work in your behalf.

If only partly so, then let us show you how much cheaper and how much safer it is for you to bring yourself into complete harmony with the public's ideal.

One of our new 1916 Model Multiple-drawer, Receipt-printing Cash Registers will do this for you. Let us explain how and why. Use the coupon.

The National Cash Register Company,
Dayton, Ohio.

The National Cash Register Co., Dayton, Ohio

I have read your advertisement, "Which Store?" and want to know how you can help me realize the ideal that it describes. This request in no way obligates me to buy a New Cash Register.

We now have a National Cash Register that cost us.....

Name .....

Kind of store.....

Address .....

The Grocery Markets

Tea.

The tea market is unchanged for the week. Business is good to active and stocks are undoubtedly down to hard pan. By this is meant stocks in importers' hands. Buyers have good stocks, and for that reason are coming into the market just as slowly as they can. Prices are unchanged for the week.

Coffee.

No change has occurred in the coffee market during the past week. Options are fluctuating more or less, but actual coffee is practically where it was a week ago. All grades of Rio and Santos are unchanged. Milds are quite slow and the prices are fairly steady. Java and Mocha unchanged and dull.

Sugar.

The sugar market bids fair to go to 8 cents, at least, for granulated. At the present writing most refiners' quotation is 7½. The latest quotation on raws is 6.52. The situation is exceedingly strong, on account of the scarcity of raws, and it is as certain as anything can be that refined will go higher. It is predicted, in fact, that it will go to 9 cents. Even if the war should come suddenly to an end it is not seen how prices could weaken very much.

Syrup and Molasses.

Glucose has advanced 10 points. Compound syrup is dull at ruling quotations. Sugar syrup is high but quiet. Molasses quiet but unchanged.

Fish.

Some holders of mackerel are a little softer in their ideas than they were sometime ago, largely because of the very light demand. The undertone, however, is still very strong on account of actual scarcity, and the concession is trifling. Cod, hake and haddock are unchanged and dull. The season is over. Salmon is wanted, but the prices show no change for the week. Domestic sardines are still scarce and firm. New fish are being packed, but are not yet on the market. Imported sardines are very scarce and very high.

Canned Goods.

Tomatoes are about on last week's basis. For Maryland 3s the average price is $1 a dozen f. o. b. factory in a large way. The demand is fair. Corn is firm throughout the entire line, and some holders of shoepeg are asking an advance of 5 cents per dozen. Peas are also stiffening up slightly, especially the lower grades, which have been the principal cause of the weakness. Holders are feeling much inclined to ask more for their holdings. Apples are still very dull, but are expected to improve as to demand very shortly. The immediate future of canned apples depends on what happens to green apples, the demand for which is very large and the price very low. California canned goods are fairly active, especially peaches, which are scarce, and have advanced about 20 cents per dozen over the opening prices. Prospects for the pack of California fruit especially as to peaches. Eastern staple canned g changed and dull.

Butter.

The receipts of butter ar ing. The demand is suffi keep them cleaned up, how though prices declined abou per pound during the we increase in the make can l for as the season advances, ditional slight decline. Th of butter is averaging goo season.

Eggs.

The continued demand for storage keeps prices firm and the market healt sumptive demand is nor eggs are pouring into st large volumes. The qua tinues very good.

Cheese.

The cheese market is unchanged prices and a no sumptive demand. Stock cheese are reducing rapidl there is any change old ch take a slight advance. Ne is now coming forward reg about 2 cents per pound b

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINÉ CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

Deliver Your Goods in Sanitary Metal Baskets

baskets are made of galvan- reinforced and strengthened last a long time. Being per- they are self-cleaning, also the housewife enabling you ur wooden boxes.

Galvanized Iron Metal Bas- *conomical* because they save *urable*, will outlast three of nd; *modern*, brings delivery p to date; *cleanly*, no place stay.

o $6 per dozen on baskets hold- ne to four pecks. Order to-day

letal Basket Co., Lafayette, Ind.

E VALUE OF RIGHT TORES

ne difficulty of mak- a sale—whether it lry goods or vege- es, jewelry or shoes creased tenfold in orly lighted store. er things being al, the Electrically ted shop will do e business than the e which uses other ninants. "Indoor light" can only be ained by the use of da Electric lamps.

hiladelphia Electric Co.

enth and Chestnut Streets

east *and* eischmann

When your average cus- er thinks of yeast, she lls the name Fleisch- n.

hat's because these two es have been linked ether for fifty years, yeast bearing this e has established itself lean, fresh, strong and endable.

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products

The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

What's Your Shelf Room Worth?

This photograph isn't big enough to show you the real advantage this store has gained by using **Baines' Brackets.** You can see the neat, compact effect, but you can't see the saving in shelf room, which is the main point.

This store, whose picture appears above, actually and literally has one-fourth more goods on its shelves than it had before. Why? Because **Baines' Brackets** support the shelves without uprights. The shelves are clear for goods from end to end.

The **Brackets** are much cheaper than 25 per cent. of your shelf room.

PIQUA BRACKET COMPANY
PIQUA, OHIO

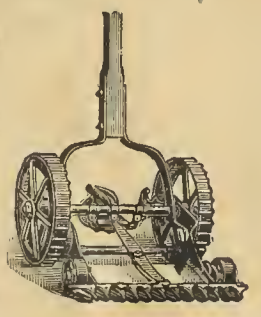
Window Displays Made Free

¶ We are building up a big demand for **Chase-O** by hundreds of posters, walls, bulletins, throughout this territory. A window display in your store (we will make it for you) will connect your store with our advertising. Will you write us?

¶ **Chase-O** washes clothes almost alone. It is wonderful. Your jobber.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on the rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

ONE of the heaviest advertising campaigns in the world has put **"Wrigleys"** into the mouths of millions of citizens of the United States—it has joined every retail merchant in the United States to our organization as a partner—it has proven him to be an important half of the partnership. We have endeavored to make this partnership—what every partnership must be to succeed—pleasant and profitable to both sides. We believe we have succeeded.

We have joined the **PENNSYLVANIA PLAN** because it is a movement on the part of the retail merchant who is already our partner; because we appreciate the important factor which his good will and co-operation have been in our success—because we consider it a privilege to reciprocate and be a partner in **his** organization.

Our ability and resources are at the service of Pennsylvania merchants and are constantly directed toward securing bigger business and greater profits for us both.

Display **Wrigley's,** and connect your cash receipts with our advertising.

Each package has a United Profit-Sharing Coupon for the consumer and each box has a 5-Coupon Certificate for you, Mr. Dealer

W. Wrigley Jr. Co.

CHICAGO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

SAY TO YOUR CUSTOMERS

"WRIGLEY'S is the gum with the flavor that *lasts.* The biggest nickel's worth you can buy."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

There will be a continued
mand as the season adva
the increase in the suppl
be very rapid, and the ma
likely to decline very mu
porters are now in the m
this will exercise a stea
fluence.

Dried Fruits.

The Eastern markets f
have not kept pace with
The prune market on the
very much excited owing
pective short crop, and a
prices are being paid by
In the East prices are ½
above ruling quotations
time ago, and the dema
but no more. Peaches a
ning to attract a little m
tion, perhaps, although
still very low. Apricots
and dull. Raisins, cur
other dried fruits are not
wanted, and prices are u

Beans and Peas.

Pea beans have take
jump during the week an
forward the quotation is
per bushel in a large way
hands holders are, howev
several cents below that.
are unchanged and quiet.
nia limas, green and Sc
are all quiet and unchang

Provisions.

All smoked meats are
unchanged in price. Pure
pound lard are firm at a
of ¼ cent, with a good
Dried beef, barreled
canned meats are all uncha
in light demand.

INDIVIDUAL MARKET R

Rice.

The market in general, fo
Rose and Honduras, under
vices from the Southwest,
improvement recently report
somewhat further enlargem
volume of business, as well
creasing inquiry, showing tha
at large are finding their sto
resorting even at advancing
continued strong export dem
pleting stocks of all grades
mills are expected to shut d
1st of May, much higher pr
styles seem inevitable, as it
predicted that supplies will be
long before new crop aga
this market.

Advices from the South alo
lantic coast report conditions
unchanged, although in some
the trade is beginning to
strong position of rice and
pected that they will come int
ket for their requirements i
mediate future.

At New Orleans a furth
has taken place in clean r
grades, under a very stron
Indications point to a still hi
ket on all styles, especially
which grade is rapidly goi

ls. Japans apparently are in with limited supplies, and es of desirable quality are al- btainable.
Interior, Southwest Louisiana, Arkansas, the mills are hold- stocks very firm under good The rough rice market con- y strong, with higher prices ained during the past week. farmers' hands must have tically cleaned up and by the y there will not be any mills on.

D. Talmage's Sons Co.
ork and New Orleans.

—

orted Fish Specialties.

ring business done during the cannot be called a satisfac- There is a fair hand-to-mouth prices are rather steady, but o life to the trade. Of course, n for imported herrings is over, but stocks are so very nt that a very small demand lctely clear the market before foreign herring catch appears arket. We had a small con- of Norwegian herrings sent one of our friends, but could ly realize a price high enough the ideas of our Norwegian They now ordered us to return rings to Norway, and we have paying a freight of about $6 l, which clearly shows that the tainable from Germany, Aus- Russia are very much higher herring prices prevailing in this

hange is shown in the imported ituation. A few small lots of n sardines are arriving here . The fine qualities are held igh prices, owing to their re- cost, that the demand for the only limited and only well- nd well-established brands are ght at these high prices. Many h are of inferior and indiffer- ty are not finding ready sale, low prices. Before long the atch of the genuine Norwegian should begin, and somewhat ces than those being asked for uld stimulate the demand for an sardines. Another obstacle ay of importing these Norwe- lines is the steadily rising rate nge, which naturally increases of the goods. Very little has rom Portugal. Stocks here are ant and prices are very firmly ractically no arrivals of French

Strohmeyer & Arpe Co.
ork.

—

ign Grocery Specialties.

mushrooms continue as scarce hardly any supplies obtainable ance, and reports say that there any likelihood of getting more upplies of mushrooms before of the war.
tos (Spanish peppers) continue good demand and at steadily g prices.
Oil.—The exportation of Italian is permitted under certain re- s by the Italian Government. o the extremely high prices for ed oil, the demand for olive oil, only a little higher than cotton s increased, and the demand for ve oil may be called excellent. il prices in Italy are steadily ng. Besides, the Italian ex- rate is booming higher, which y enhances the cost of the

Italian garlic is offered for ship- the end of next month. In the ile stocks of last season's crop ian garlic are practically ex- and the market will be depen- on arrivals from our Southern Of course, in view of the early t of the new Italian garlic, it

Wherever Your Customer Looks She Sees Advertising of

Sunshine Biscuits

and no matter what kind of biscuits she likes there's a SUNSHINE Biscuit that will "suit her to a T." Therefore, when customers who have seen our extensive advertising come into your store they ought to see a tasteful display of SUNSHINE Biscuits in a

Sunshine Rack

because that will *increase your sales.* Ask the SUNSHINE salesman to tell you about the SUNSHINE Rack and our other sales plans. We can show you how to build a bigger and more profitable trade by pushing the sale of SUNSHINE Biscuits, and it will be permanent trade because SUNSHINE Biscuits *please everybody.*

Loose-Wiles Biscuit Company
Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"These are SUNSHINE Biscuits, the kind you've seen advertised in the best magazines."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

will be advisable to dispose of our Southern garlic rather quickly.

STROHMEYER & ARPE CO.
New York.

—

Wheat and Flour.

Until the Government report is issued giving the area of winter wheat abandoned, the market will probably fluctuate within a range of a few cents per bushel.

It is well to remember in connection with the forthcoming Government report that the change in the par yield per acre is from 16.9 bushels on April 1st to 18.6 bushels on May 1st, allows for an abandoned area of 9.1 per cent. without lowering the condition for April 1st. In other words, the condition on April 1st was reported as 78.3 per cent. on 37,256,000 acres, basing the par yield on April 1st, on 16.9 bushels per acre, therefore if 9.1 per cent. of the aera is abandoned, it would leave 33,851,000 acres under cultivation, and this, with the same condition of 78.3 per cent., would indicate the same total yield as was indicated on April 1st. Or to put it in another way, if there was no abandoned area a condition of 71.14 per cent. on May 1st would be the equivalent of the 78.3 per cent. condition on April 1st.

It is quite likely that the abandoned area will be as high this year as in 1912, when it was 15.4 per cent. If the Government report discloses an abandoned area of 15 per cent., the area remaining will be 31,667,600 acres, which on an estimated condition of 75 per cent., indicates a crop of 442,000,000 bushels.

Were it not for the danger of a break with Germany there would be large investment buying of wheat, for many speculators believe that on its merits wheat should sell very considerably higher, but they are deterred from making investments of this character so long as our foreign relations are so strained. Meanwhile the weight of supplies, the difficulty of ocean transportation and the indifferent foreign demand completely overshadow the bullish crop conditions.

We wish to again call attention to the prospect of a railroad strike. The Pennsylvania Railroad is already placarding its stations in the effort to influence public opinion. We do not see how it will be possible for the railroads to grant the demands of the trainmen unless the Interstate Commerce Commission will at the same time allow them to advance the rates of freight.

The railroads are anticipating a strike, for their placards are headed "Railroad Strike Threatened," and it seems to us that prudent flour buyers should carry liberal stocks at this time. A "tie-up" of a week means two months' demoralization.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Sugar.

The market continues very strong in sympathy with the strong and advancing raw market. Federal advanced their price to-day to basis fine granulated 7.50 cents. Pennsylvania, Warner and Arbuckle are also quoting this basis. Franklin, McCahan, American and Howell are still quoting basis 7.40 cents. The demand has been very good at this price and further advances are looked for. Withdrawals against contracts are very good. Some refiners report slight delays in making shipments. We are gradually nearing the season of increased consumption and cannot too strongly urge the trade to carry better stocks in store and to order somewhat ahead of their immediate requirements. Shipments from Philadelphia can still be made promptly. Freights in transit are moving rather slowly, owing to congestions.

Tariff.—The President on Thursday last signed the bill thereby continuing the present duty on sugars indefinitely after May 1st.

Raw Sugar.—The market has ruled very strong, active and higher again, with large sales, aggregating 150 to 200,000 bags to Federal, Warner and Arbuckle refiners and operators at equal 6.46 cents for nearby positions and equal 6.52 cents for May and June shipment.

Advices from Cuba report that rainy season has commenced. One hundred and fifty-three Centrals grinding.

Futures on the Exchange have ruled strong and higher again, closing bids showing about three points advance, as follows: April-May, 5.48 cents; June, 5.54 cents; July, 5.58 cents; August, 5.60 cents; September, 5.62 cents.

J. H. HUSTON CO.
Philadelphia, Pa.

—

Spices.

The market is fairly active. Some goods in the list are offered at slightly lower prices, due to active selling on account of recent arrivals. Cables, however, still report high prices on nearly everything throughout the list.

Pepper.—All grades slightly lower on account of fresh arrivals. The demand is fairly good and a sharp turn upward is just as likely as a decline in market values.

Red Peppers.—In fair demand at generally unchanged prices.

Cloves.—In steady demand, with fair trading at slightly lower prices. The market, however, closing moderately firmer.

Pimento (Allspice).—Rather dull and unchanged.

Mace.—Rather quiet during the week. Prices unchanged in all grades.

Nutmegs.—Fairly active at steady but unchanged prices.

Cassias.—Prices declined some little, have recovered and higher prices are now likely. The recent large arrivals have gone mostly directly into consuming channels.

Gingers.—Dull and without any changes to report during the week.

Tapioca.—In fair demand at generally unchanged prices.

Paprikas.—Quiet. Prices generally unchanged. The ocean freight situation has had a tendency to keep prices firm.

McCORMICK & CO.
Baltimore, Md.

—

THE NEW YORK LETTER

(Continued from page 11.)

order requires 50,000 tons of rice, 50,000 tons of carrots and about 200,000 tons of meat, and it is supposed to have been distributed among various packers as follows:

Libby, McNeill & Libby, 1,000,000 cans; Acme Packing Co., 1,000,000 cans; Morris & Co., 500,000 cans; Batavia Packing Co., 1,000,000 cans; Colonial Packing Co., 2,500,000 cans; J. T. Polk Co., 1,000,000 cans; Burnham & Morrill Co., 750,000 cans; J. Delgado Manufacturing Co., 1,000,000 cans; Dyer Packing Co., 250,000 cans; Rider Packing Co., 250,000 cans; Sears & Nichol, 350,000 cans; Gunns, Ltd., 250,000 cans; Imperial Canners, 550,000 cans.

The contract price is said to have been $1.67½ per dozen. Originally the order was given to the Imperial Canneries, Ltd., of Mont-ada, and was sub-let by th-

* * *

The Union Bag and P- a large local concern w- paper bags all over th- States, is in somewhat of tangle. Rival committees holders are claiming to reorganize it, and both- ing into print accusing th- unwarranted interference terest of the company.

* * *

The large flour interes- city are complaining bitter- the railroads are chargin- for the reconsignment o- domestic bills of lading.

—

SUMMARIZED MARKET DITIONS.

Tea unchanged and small demand, as the trade up. Formosa and Japan for new crop tea will ope- probably at steady to firm Coffee futures fluctuati- what on account of varyi- from Brazil, but spot co- changed from Brazils to mand fair.—Sugar contin- and advancing. Raws qu- 6.52, and refined and g- 7.40 to 7.50; demand f- seedless raisins opened fut- at one-quarter cent higher year. Layer raisins have al- at a slight increase over opening. Prunes are uns- futures very high on th- Eastern markets are highe- as much higher as the C- kets. Peaches a little firm- count of good demand. O- fruits unchanged.—New Hawaiian pineapple price- pected shortly, perhaps o- what higher basis than Spot California canned show an advance on ac- scarcity. Other canned fr- unchanged. All canned v-

GOLD DUST
makes satisfied customers

Gold Dust has no equal as a cleanser. Every woman knows this from experience—and every merchant who does has profited by it.

Continual advertising keeps Gold Dust before the housewives—and once Gold Dust is included in an order it will become a regular habit.

You can depend on Gold Dust to make satisfied customers—just as women depend on it to reduce their housework.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

Read The Advertising W-
for new and practical advertising ideas- lines of trade. Its dictionary of ha- ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1 0-
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Colum-

ELTON J. BUCK-
Editor "Modern Merchant and Groce-
Attorney and Counselor-
643-648 Land Title Bu-
Philadelphia, Pa.
Telephones { Bell, Spruce 26- / Keystone Race-

l on last week's basis. firm.—Wheat unsettled, slight decline.—Flour in and, and closes about on s basis.

llection Agencies Eat Up Collections.

here an Agency Failed to er Money Collected, on the That Its Contract Allowed hange Various Items That p.

per has frequently shown ction agencies eat up col- They collect bills, but ed to turn over the money to clauses in the contract m the right to make vari- es. One of the best ex- this is the following com- n, received by this paper a case in which a New ection agency, the Equi- istment Co., figures. This ollected some money for a ut retailer but did not turn The retailer sent a repre- to the agency's office, and it the money had all been with docket fees and so on. the representative's com- rt:—

riter called on the Equit- justment Co., 1515 Flatiron , New York, yesterday and vinced that the head of the had a good case. est way to get any worth- formation in this case was headquarters, and while I expect to mention your is the conversation prog- found it perfectly proper able to do so. ns they have some ten or all accounts for collection from you. According to tract, there is a "docket 25 cents each for every ac- hich sum is to be deducted first remittances. r they collected of these ne February 25th from ichael Ireton, $2.87, and 3d, N. S. Skinner, $2.75, to- $6.62. Also, according to ntract, they are entitled to of this for their services, eaves $3.31, which after de- the docket fee on twelve of 25 cents each, or $3, a balance due of 31 cents. f course, is too small to re- check, but which you will on as some of the other ac- are collected, if they are. any chance none of the other s are collected, of course, of 25 cents on each would demanded or expected. seem to have a very excel- ply to your inquiry about ons being made direct to you. oint about this is that they 't care whether the remit- were made to you direct or h them if they were reported, eir experience is that in most es they are not reported. sult is that they keep on dun- debtor for an account which

The Corn Products Cook Book Helps You Sell Kingsford's Corn Starch

Above is a drawing of the center pages of the CORN PRODUCTS COOK BOOK in which we print dozens of recipes for the use of KINGSFORD'S CORN STARCH, with the actual dishes handsomely illustrated in colors. We distributed millions of these books during the last year to housewives throughout the country.

Your customers would buy more KINGSFORD'S CORN STARCH if you kept it on display at all times, because most of them have the Corn Products Cook Book. KINGSFORD'S CORN STARCH has been the standard for over sixty years; it is famous for its delicacy and absolute purity. It SELLS better than any substitute or imitation because it *is* better. The sale of KINGSFORD'S is not only well established, but it is rapidly increasing.

Write Us for FREE Store Helps That Will Increase Sales

We'll gladly send you, FREE, cut outs, window trims, hangers, cards, etc., so that customers who have seen our advertising will be reminded of KINGSFORD'S when in your store; this will increase your sales and bring you many dollars of added profits.

The National Starch Company
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"KINGSFORD'S CORN STARCH will enable you to add many dainty and nutritious dishes to your menu. Let me put a package in your order to-day."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

NO ADVANCE IN PRICES

LARGEST SALE IN THE WORLD

LIPTON'S TEA

is therefore the easiest tea for the Pennsylvania grocer to sell. No other tea has been advertised so extensively and persistently as **Lipton's Tea.** Not only have we advertised it in magazines, newspapers, street cars and billboards, but, it has been advertised from home to home by thousands and thousands of satisfied consumers.

The sealed air-tight package gives **Lipton's Tea** an individuality that becomes fixed in the minds of consumers. It preserves the tea in its original strength and aroma and guarantees a satisfactory brew. We pack ten different blends, so no matter whether your customer prefers Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong, or Green Tea, you can give her the kind she likes best and be sure it will please her.

Lipton's Tea has all the time-saving advantages of the ready-to-sell package.

Thomas Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"No matter what kind of tea you like, I can supply you with it in LIPTON'S TEA, in a sealed air-tight package."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

often he has already paid renders them liable to a if your customer so choos is the only reason they lik the remittances made first

Besides, according to t tract, a blank copy of wl close you, which is doubtl plicate of your own, th from a cursory examinat to be well within their rig

---

Enormous Coffee Adve

Enormous sums are bein advertise coffee to-day following list:—

Arbuckle Bros., including $250,000 on the premium end (Ariosa and Yuban brands) .....

Dwinell-Wright Co., Boston (White House brand) .....

Chase & Sanborn, Boston (Seal Brand) .....

McLaughlin & Co., Chicago (miscellaneous brands) .....

Woolson Spice Co., Toledo (Golden Sun and miscellaneous brands) ..

B. Fischer & Co., New York (Hotel Astor tea, coffee, rice, etc.).....

Baker Importing Co., Minneapolis (Barrington Hall brand) .....

C. F. Blanke Tea & Coffee Co., St. Louis (miscellaneous brands) .....

Hill Bros., San Francisco (miscellaneous brands)

Twenty-five firms averaging $10,000 each .....

Total .....

THESE MANUFACTURE GRATUITOUSLY SEND ERS ADVERTISING A PLAY MATTER.

(Continued from page 1

The O. & W. Thum C Rapids, Mich. Furnishes sh chandelier cards; also wind —six pieces, on paper, i One show card is sent in of 250 sheets. Tanglefoot F

The Southern Cotton 24 Broad street, New York. recipe books, cut-outs, wind parencies, complete windo envelope stuffers, electros slides showing dealer's n other dealer-helps. Wesso drift Oil.

Loose-Wiles Biscuit C Island City, New York. cut-out displays, store hange zine advertisement reproduc boards, sampling lists, and blank cuts for retailers' ad

Buffalo Specialty Co., 37 street, Buffalo, N. Y. Furni dow trims, newspaper elec ters and circulars for dealer out to their customers. Veneer.

William J. Moxley, Inc delphia, Pa., will send to a handling their butterine trims, cut-outs, empty carto ing picture slides, quart samples and much other m use in advertising and explo goods.

The Hill Bros. Co., N will supply, advertising D Dates and Cocoanut, fram signs, date hanger, yello paper, empty date cartons, hanger and all material nece window displays.

BURK'S
Meat Loaf

EASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains lour or cereals. Baked fresh daily in loaves of about pounds.

Makes a quick and delicious breakfast sliced and in a little butter.

Can also be served cold for luncheon, cut in thin s or warmed in the oven in one piece to take the e of a roast.

BURK'S
Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly d, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled , being juicy, mild and sweet; also less expensive not near so wasteful—in fact no waste at all. Much in texture and just as easily sliced, or more so, his can be done in a slicing machine.

The cover is readily removed by cutting the seam then stripping off the sack as the roll is consumed. prevents it becoming dry and is a sanitary feature appeals to the consumer, as it keeps the product n while displayed on the counter and untouched by d while slicing, a vast improvement as compared with dling the greasy, unprotected boneless boiled ham.

MEAT LOAF and LUNCH ROLL were originated s, now imitated by others, but none equal to Burk's, ch are prepared from only the choicest materials.

LOUIS BURK
rard Avenue and Third Street
PHILADELPHIA

"S. & H." Green Stamps

Hamilton COUPONS · The Sperry Magazine

THE TRIPLE APPEAL

¶ WHEN you make a sale and give the customer a real reason to trade regularly in your store you are building business. Let us tell you How and Why the "Sperry" Service makes Regular Customers.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

Listen in on This With Both Ears.

Now I want you fellows that have Economy stores and chain stores to fight to listen here while I tell you about a friend of mine that has 'em too and gets away with it, although he charges more for his stuff than anybody else up there.

And he ain't got any patent on it either.

He has a store in a 5,000 town where there's three chain stores, all of 'em Economy. They all cut prices all to thunder and none of 'em deliver. And they all have better locations than he has because he's out of the center of town while they're right in it.

He charges more for his stuff than the chain stores did even before they turned Economy. And as I said before he gets away with it. His business is as fine as silk and he ain't losing a bit of it.

Especially in meats. He gets two and three cents a pound more for his meats than anybody else. I asked him if his meats were any better than anybody else's; he said he didn't know as they were a bit better, only he was as fussy as he could be when he bought 'em.

But meats is meats nowadays pretty much—you know that, and the chance is the other stores' meats are every bit as good as his.

The rest of his stuff is all higher too and he don't have any special sales or anything.

Of course, he delivers his stuff just like he used to.

Now I'll tell you how he does it, and it ain't going to take me more than a couple of minutes.

He does it by never falling down on anything. If some fool woman calls up and wants some little thing sent right away, and he agrees to do it, it goes when he said it would even if he has to send his wife with it.

Time after time he's taken it himself when there wasn't anybody else to.

And here's another thing he never does—he never says "it's on the way" when it ain't. If there's one fool lie a fellow tells that's more foolish than others, it's that—"it's on the way." Sting a customer once with that, and let her find it out, and your word is punk with her for the rest of your life. It's the foolishest thing you can do.

He did it once, years ago, and lost a good customer—a preacher's wife—and he turned over a new leaf that minute, he told me.

He's simply got his people where they're willing to put up the extra coin in return for the extra service.

If anybody makes a kick—stuff ain't right, or even if they only say it ain't right—he takes it back right off the reel. No argument, no sour mug, back it comes, and if it's any good he eats it in his own house. That way, it don't cost him anything to take it back and he gets a fine rep for nothing.

"Don't the wife kick?" I said once, "at eating other people's leavings?"

"She used to," he said, "but I made her see it and she don't kick any more."

He didn't tell me whether he made her see it with a strap or not, and I was too much of a gemman to ask him. Some wives find it hard to see things without a strap.

"I'll tell you something," I said to him. "What you say is all right about the extra service and all, but a lot of these customers of yours don't know you're charging 'em more. If they did, they'd probably go."

"They do know it," he said, "for whenever I can do it I tell them so. I tell them I can't sell the kind of stuff and give the service they want at cut-store prices. You know I don't pretend to be cheap—I tell them I'm the highest price store in town. I opened a fine new account yesterday with a woman and told her right then that she'd find me higher, but I believed she'd be glad to pay it after she'd been dealing here for a little while."

I'll tell you what I heard a woman say to him about a month ago. She was in there wanting some and after she looked 'em said:—

"Why Mr. ————, to me that the oranges you when I order them by tele rather better than these."

"They are, Mrs. Potts," "because I always select th you telephone them. I customers to feel when t me to pick out their stuff that they get as good as if it themselves."

That was a new one on many do that.

But maybe she didn't ea You could see it soaking could just hear her saying body:—

"Yes he *is* higher price *such* a satisfaction to deal

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Store Deportment.—Coarse familiarity among yourselves back of the counter and in the presence of customers shows poor taste. It jars the nerves of well-bred people and cheapens the surroundings.

How much nicer and how much more dignified it sounds in addressing your coworker as Mr. Smith or Mr. Jones or Mr. Brown. It suggests respect toward your visitors, at least.

* * *

Our American home and school training represents just as much thoroughness as that of any other country, but, unfortunately for many of us, it stops there. When we go to work we rough it. The store should be the post graduate course. It's the place for parlor manners. Not the place for club manners. Be your best in business.

* * *

"The Customer First."—In other words, every other kind of work is secondary. Because the customer creates the secondary work. Were it not for her or him you yourself would not occupy the position you do occupy.

Only this very evening the writer entered a store to make a purchase. The young woman sat talking to a girl friend with her *back to the door*. She glanced around, saw me, but had to finish her silly talk while her customer patiently waited. It afforded an opportunity to get a little "straight talk" in without writing it.

She won't do it again—maybe.

* * *

Canned Tomatoes.—If your firm has still a 10-cent price on No. 3 tomatoes he has probably told you th no money in them. But that has to be met.

Two for a quarter is the should push, not only because ity pays a little better profit, b they will give your trade bet tion. We spoke a little while educating the public, showi education is largely in your repeat it. It positively is start in to-day talking two tomatoes, and by keeping it in a short time see the de grade on the increase.

Try it.

* * *

That "Hand" Bananas—I tration of this. The para to selling bananas by the of the dozen was inclosed envelope of each of our and it was interesting to s go out. The shipper exclai to advertise, even among

* * *

New Stuff.—The Kell advertising Bran Biscuit, and Krumbles. All new s

As soon as you get t stock make a counter d Thus taking advantage o advertising.

Some merchants "h against putting in new nation wide advertised. W why. They don't know w just "agin the thing."

Anyway, get them out f the big reading public th with their goods.

a chain store put that over? ce in a thousand years. It the wood. I tell you, boys, thing the chain store's to-day is *price*. It ain't ny service at all—d'ye get

THE STROLLER.

Oats Co. Officially Declared Not to Be a Trust.

aker Oats Co. is not operat- olation of the Sherman Aet, to a decision by judges of the ites Circuit Court of Appeals during the week. The find- after two days of argument n testimony taken in various ie country since the suit was ne, 1913. The court found vernment had failed to make against the defendant. The rge against the Quaker Oats at in buying from Joy Mor- ie other owners two plants ide-marks and good will of Western Cereal Co., it en- combination in restraint of put it into control of nearly of the rolled oats business. nment contention was that Western Cereal Co. was vir- ly competitor of the Quaker The defendant company de- rge and its counsel asserted ition had been more severe sputed transaetion than be- giving his deeision, Judge hat he was ready to dismiss the Government's own use no combination, eon- nspiracy in restraint of own. "When the Govern- ed that it had no cause to Joy Morton or the Great eal Co., there was nothing ismiss the ease as to the Co., for one company a combination or con- Judge Baker. No evidence nopoly or of any attempt e the trade was shown by ent.

SO THEY ASK FOR
MAPLEINE
because there's nothing quite so good in a "Mapley" flavor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

AID RAISINS
nally Advertised Brand
Associated Raisin Co.
ership 6,000 Growers
Home Office, Fresno, Cal.
113 Hudson St., New York

PURE AND NATURAL

Borden's Peerless Brand Evaporated Milk Is a Steady, Satisfactory Seller at All Seasons

BORDEN'S EVAPORATED MILK will please your customers by its natural milk flavor and rich, smooth creaminess. It is made from pure milk of the highest grade. The Borden process removes nothing from the milk except water, and positively nothing is added. BORDEN'S EVAPORATED MILK is used for just as many purposes as raw milk, and you can be sure of a large and steady sale if you will call your customers' attention to it. Our sterilizing process insures its keeping qualities, and your customers will be pleased with its quality, condition and flavor. Write for sample of our Recipe Book, which we'll mail to customers whose names you send us.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857

NEW YORK

WHAT TO TELL CUSTOMERS

"We recommend BORDEN'S EVAPORATED MILK because we know it is best and purest. We're making special efforts now to get all our customers using it in preference to others. Let me send Borden's this week."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

No. 361.—When a Bank Marks Your Check "Not Suff" When Your Balance Was Large Enough to Take Care of It.

A reader of these articles complains because his bank refused to pay a check of his which was fully covered by the balance on deposit and asks whether he is obliged to stand the odium of this without redress. Here is his letter and some comment upon it which may be of general usefulness:—

New York, N. Y.

Here is my case: I started in business here about a year ago with very small capital and no credit. I have been building up a credit, but it has been slow work, though I have succeeded in getting three or four houses to grant me a small line. One of these is important, and having a credit with that house is a big advantage to my business. I have only had the credit with the latter house for about two months and I paid my last bill on the day when due with a check. The check came back marked not sufficient and the house wrote me a letter about it and said the account was closed. I wrote them that I knew I had more than sufficient money in bank to cover the check, but they did not believe what I said, as many people tell them the same thing, and they refused to open the account. I went to the bank and told them about it, and they looked it up and found that I was right. A deposit that I had made the day before had not gotten on the books—somebody was away sick—and the check should not have gone back. I went to the house that had closed my account and told them, but they did not seem to be much interested. They still refused to open the account again. Not having a credit with with this house is hurting my business, because I have to have their line. If you can give me any advice I will appreciate it.

Yours,
JOSEPH P. MORAN.

Perhaps the easiest way out of this would be to demand from the bank a letter explaining that the return of the check unpaid was its fault, and that your funds were ample to meet the check when presented. This letter if shown to the people who have closed your account should cause them to reinstate you. Banks usually refuse to give letters of this sort, however. Some of them tell you to have your people call up the cashier or the paying teller and he will tell them about it. This is not always sufficient, as the house in question often considers it too much bother.

If you cannot get the thing straightened out in any other way, then I advise you without qualification that you have a right of action against the bank. The law holds that what it did is an injury to your credit, and will grant you damages even though you cannot show actual damages. I understand that you can show some damages, however.

Cases to this effect are being decided all the time and the law is well settled. The latest one was decided only a few days ago by the Alabama Court of Appeals. It was much like yours. The plaintiff drew a check on his bank in settlement of an account. It was returned unpaid on account of insufficient funds, though the depositor had plenty of money there to meet it. The depositor sued for damages on the ground that his credit had been injured and the court held:—

> If a bank or banker refuses to pay the check of a depositor when the depositor has sufficient funds on deposit to meet the check, the depositor may not only recover his money in a suit, but may also have substantial damages. A trader who gives his check to a creditor upon a bank at which he has funds is almost necessarily injured in his credit by the dishonor of his check, for it is a slur upon him of a similar character to that which is caused by the utterance of slander throwing doubt upon his solvency. In both cases he is allowed to recover substantial damages without proving special damages.

What is said about damages means that a depositor would be given such damages as the jury considered sufficient to compensate him for what had been done to him, even though he was unable to put his finger on any particular item of loss and say to the bank: "This came from what you did." In some cases a plaintiff can collect only the damages he can prove he suffered, but this kind of case is different.

I want to say something now which ought to be useful to a very large number of business men who keep regular accounts with their banks. Certainly it will be news to many of them. I have had occasion to investigate a number of these cases where depositors have claimed that their banks sent back checks marked "not suff." when the balance was large enough to take care of them, and I found that in many of these cases the was under the delusion th a right to deposit in his a check or checks drawn people on other banks, per far distant city, and then ately draw against them be had a chance to get thro be paid. A depositor has right. A check is mere body's promise to pay, or more accurately, it is an o bank to pay so much mon person named in it as pa fore the check gets back to on which it is drawn, ma may happen to prevent ment. Payment may be the account may be clo it may develop that has been done in connec the check, and so on. A which you deposit a che right to refuse to pay out against it until it is advis bank on which it was dr it has been paid.

Weekly Window Display Suggestio

House Cleaning Time.

Spring house cleaning is here again. To make this display, arr low slant along the front of the window with boards—this shou eighteen inches wide; then make the floor of the window even w Cover the slant with washing soda and make the words with ba Cover the platform with green crepe paper and place some cans of the front with cans of metal polish between them. Back of these pl ent size packages of washing powder, several cakes of scouring soap a eral bottles of ammonia. In each rear corner arrange a pyramid of b and between these make a stack of carpet beaters. Directly in fron several scrub brushes. Now arrange the brooms and dust brushes, as sh the illustration. These are held in place with strong invisible wires the top one first, then the second and so on until the corner is c Fasten the brooms first and leave a little space so that the brushes fastened between them.

efore if a depositor deposits hecks and draws against e has no claim against the it measures his deposit by al cash it contains rather what it will contain *if* the re paid.

urse a bank may become such a case by a course of If it has time after time a depositor to draw against l checks before they were n he has a right to expect and if acting under that on, he draws against them check is returned marked ." merely because a check ited had not been paid, he obably have action against

banks do allow reliable s to do that, while denying to other depositors. And allow some depositors to

pyright, May, 1916, by Elton J. Buckley.)

—

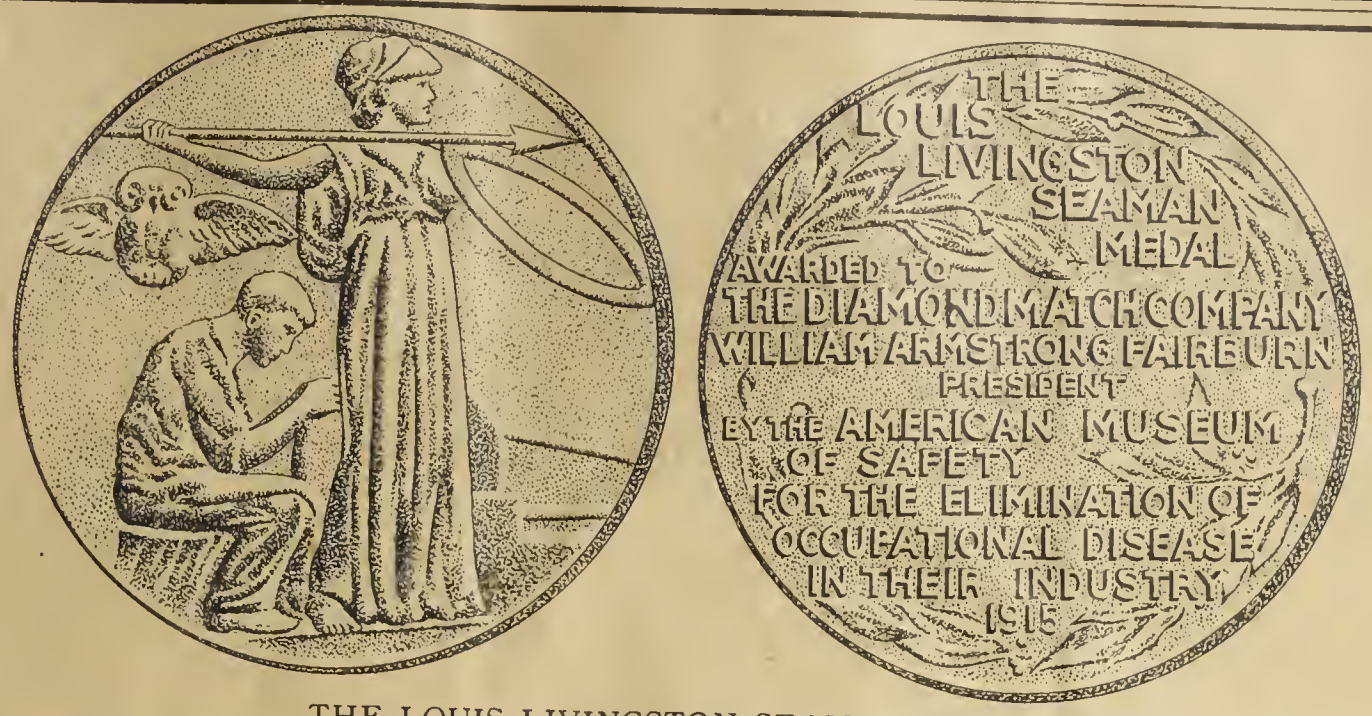
n: * * *, Pa.—In our Pennsylvania what would with a man's estate after if he leaves a wife and without a will?

ate would consist of a -store and dwelling com- orth about $7,000; store, fixtures about $7,800; unts (whatever the books for); building and loan full paid stocks, $1,200; in trust companies and ing interest about $3,000; ern Life Insurance Co., my estate, $1,000.

—If this man died with- leaving a widow and a widow would get one- est in his real estate for child would get two- rest in the real estate at after her mother's death get the other third. As l property, the widow one-third outright and r would get the rest. with this much to leave without a will, however.

—

uests for information in ent should tersely set out facts bearing on the case, tions should be carefully oid misconstruction. Write of the sheet only. Letters eceived at this office not esday of each week, to en- er in the Monday's issue he signature and address r must accompany all in- will be published un- request not to do so. All eived will be answered e. Address all communi- gal Editor "Modern Mer- ocery World."



THE LOUIS LIVINGSTON SEAMAN MEDAL

Awarded to

The Diamond Match Company

in Recognition of Humanity, Public Spirit and Industrial Achievement

This announcement will interest you as a Grocer, as a Citizen, as the Head of a Family

The Meaning of a Medal —The Joy of Being Useful—

"It can be safely asserted that The Diamond Match Company, more than any one person or interest, has been responsible for the great improvements made in the match industry during the past few years — the elimination of occupational disease from the factories and the promotion of safety in the home."— (Extract from Special Bulletin of the American Museum of Safety, Announcing the presentation to The Diamond Match Company of the Louis Livingston Seaman Gold Medal.)

Our aim is to produce matches that are the last word in quality and safety:

Safe to Make—Safe to Use—Safe to Sell—and Safe to Recommend

THE DIAMOND MATCH COMPANY

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"When you buy DIAMOND MATCHES you get the best, made by the leaders in the art of match making for nearly half a century."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Jots From a Jobber's Note Book

The war has certainly brought about a wide difference in the manner of ordering foreign goods. Not only in prices, but in the degree of ease with which goods can be gotten. The house with which I am connected sells a good deal of an English fancy grocery specialty. Before the war broke out we could cable an order, it would be sent at once to a boat that was leaving, perhaps, at once, and would be in our store in ten days. If we get an order through in sixty days now we are fortunate. The situation is particularly acute with regard to English jams and marmalades. Almost none are coming to this country, being needed for the troops, and the very large trade which has been built up in this country for these goods is being fed, as far as may be, with domestic goods, which are not at all the equal of the foreign, or by old foreign stock at an advanced price. One well known brand of English jam which formerly sold at 28 cents is now generally selling at 35. Besides being called on by the English Government to supply their goods to the troops, the English manufacturers are fearfully up against it both because of the scarcity of labor and the high price of sugar. A certain brand of high grade English syrup sold quite freely in this country has advanced several times, and the retail price has advanced 50 per cent. It was 20 cents a can and is now 30 cents. The demand is steadily diminishing in consequence. English mustard is also growing very hard to get and the price is very high. Importers in this country have some stocks, but they will not last long. Consumers of English mustard do not seem to be willing to accept the domestic in its place, and they go on paying a higher and higher price for the imported as long as they can get it. Probably no French peas will come over this year at all. None of the packers are soliciting orders, and importers are not expecting to get any. There are a few in the country, but not many. Belgian peas, which are used as a substitute for French, are also out of the market. All this helps our own pea packers, or ought to, although the total sale of French peas in this country is not very large of late years. Since coloring them has ceased, they have grown to look just like the best domestic peas, and can hardly be told from the latter when eaten. Fewer and fewer people are willing to pay 30 and 35 cents for a one-pound can.

* * *

Another foreign food product which is being largely affected by the war is Holland condensed milk. Before the war, the American condensed milk manufacturers were being hard hit by the Holland milk. It was being delivered in this country at a figure 35 cents a case less than our own manufacturers could make it for. And it was good milk. Naturally it sold, and the trade on it was rapidly increasing when the war stopped it all. To-day not a case of it is coming in, but on the contrary, American manufacturers are getting 100,000 and 200,000 case orders to go abroad, at better prices than they can get at home. Every pound of Holland milk made is now sold in Europe. The reason Holland condensed milk could be brought 4,000 miles and sold below our own manufacturer's cost was two-fold. To begin with, the cost of labor on the farm in Holland and in the condenseries was hardly a third of what it is here. The main reason was, however, th condensed milk came in try free of duty, while manufacturers were cha both on the tin that the cans and their sugar. already badly handicapp labor cost, and the C made this worse by ma pay duty on their raw while admitting the finis of their foreign competi duty. However, the h facturers have forgotten the flush of the moment. highly prosperous at t time, being far behind i ders. The price of suga ing them somewhat—eve advance in sugar is equiv cents a case on the milk.

THE

Trenton, N. J., April 15, 1916.
Editor "Science of Advertising."

Dear Sir:—I am constantly being approached by advertising solicitors wishing me to go in this scheme or that one, and the latest one was brought in here last week. I did not give the man an answer, but told him to come in later. Before he comes I should like to obtain your opinion. The scheme is as follows: It is called "Leading Retail Merchants of Trenton, N. J.," and is to be in book form about the size of the "Ladies' Home Journal." Half a page in the book costs $100 and entitles every advertiser to two hundred copies, which he can circulate where he pleases. Fine coated paper, the photographs of the merchant and his store, fine printing and so on. The solicitor shows a very fine paper which he got up in another town and he is a very slick talker, says he has signed up several of the leading merchants of the town. Perhaps it would be interesting for your other readers to hear of this scheme. Please advise me what you think of it.

Yours,
R. S. K.

Usually, these schemes are absolutely worthless, except as a sop to the vanity of the advertiser. In fact that is what they are intended to be, and it is the reason why they so often succeed where legitimate advertising enterprises fail. I have known dozens of merchants who never advertised in any other way than this. Every cent of their advertising expenditure was wasted, yet they could not be persuaded of that fact.

* * *

I say that these schemes are "usually" worthless. That is so because they must have, as a rule, an appeal which is so general that it has no particular point. These write-ups are usually nothing more than little histories of the merchant with his photograph thrown in. There is nothing about them to attract business, even if they are read, which usually they are not. Almost always the advertiser sends a few copies out to his friends or to distant members of his family, and the balance stay on a shelf somewhere. Very rarely is there any effort to distribute them where they will do the most good. If the right kind of matter was put in such an advertisement, and it was judiciously circulated, there isn't any reason why it shouldn't get results.

* * *

What kind of matter can be put in such advertising? Well, I remember one enterprising chap who filled his space in one of t cations with a little talk private brand of coffee, came to originate it, whe fered from other coffee Then he sent marked c number of people who trade he had been trying t he told me himself it go good customer and he really got him four. T reason why that kind of shouldn't get as good r write-up publication as i vided it is circulated a The average stuff that i space, however, as for when the advertiser was a valuable member of th Board he has been, the of his son and daughter singer, and so on—that vanity, but it has no ing value than blank p

—

NOTE.—This department is d the criticism of advertising m in, to the devising of new a ideas for special occasions, upo and to the suggesting of origi tisements when data is suppl communications sent for this ment should be addressed to th

ence of Advertising. They will
n up in strict rotation.

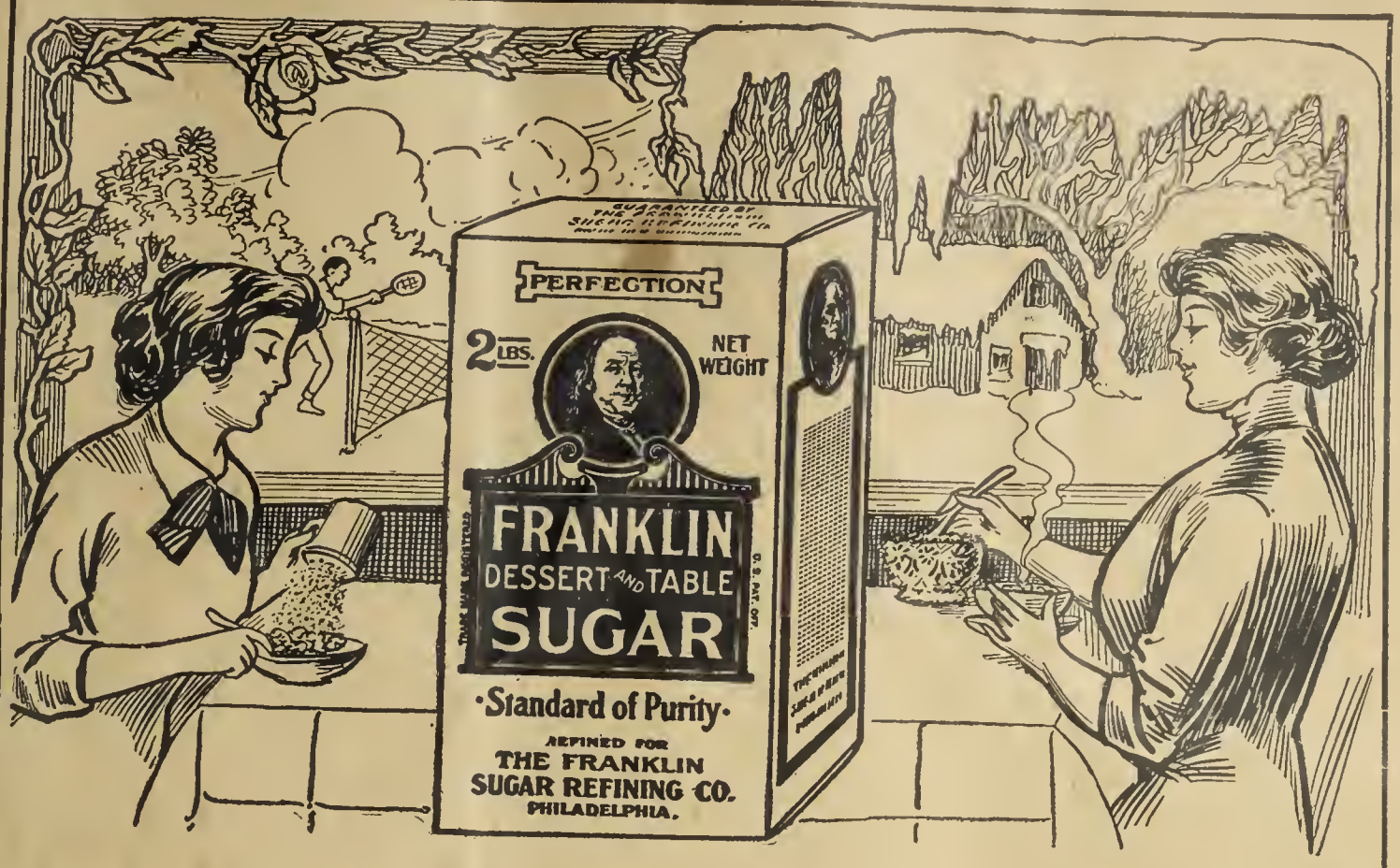
---

s Course in Scientific Retail Merchandising.

nts of the East have always
deep interest in the Merchants'
urses of some of the Western
e object of which is to give
ts more technical and specific
ge of their business. The fol-
s the programme for one year's
in retail merchandising which
rtly be put into effect at the
ty of Cincinnati:—

nciples of Retail Selling—3
ours.
elopment of the personality
f the sales person.
dy of elementary psychology.
ethics of retail selling and
s relation to good will.
itations and demonstrations.
iciples of Retail Advertising
-3 hours.
spaper advertising, circulars
id letters, store papers, out-
oor signs.
chandise Materials—6 hours.
ly of sources of production,
ethods of handling and mar-
ting.
-Foods and Groceries: Dried
fruits, tea, coffee and spices,
canned goods, fresh fruits,
vegetables, fish.
-Hardware: Paints and var-
nish, sporting goods, edged
tools, aluminum ware, heavy
tools, gasoline engines, har-
ness and saddlery, electric
motors, farm implements,
brushes, stoves and heating,
tin and solder, builders'
hardware.
-Textiles: Cotton goods,
woolen goods, flax and
linens, rugs and carpets,
silks.
-Shoes and Rubbers:
Leather, rubbers, shoe
styles.
-Men's Clothing: Ready
made suits and overcoats.
hats and caps, neckwear.
-Ladies' Wear: Knit goods,
embroideries, etc.
-Jewelry: Watches, clocks,
silverware, hollowware, toi-
let goods, leather and fancy
goods, cut glass, optical
goods.
-Furniture: Upholstered
goods, rocking chairs, din-
ing room furniture, beds
and bedding, furniture
specialties.
Variety Goods:
Card Writing—3 hours.
handising Display—3 hours.
ow display, shelving, inter-
display, exterior display.
ess Law—3 hours.
acts, commercial paper,
ttel mortgages, guaranties,
s of personal property, in-
ance.
ess English—6 hours.
ples of English composi-
, sales letters, circular let-
, complaint letters, collec-
ion letters.
Accounting and Store
hematics—3 hours.
Administration—3 hours.
s and collections, competi-
, co-operation, pricing, buy-

ents of Economics—3
rs.
mercial Georgraphy — 3
rs.
nal geography of the
ted States with special ref-
ice to sources of material
transportation.



A SPLENDID SELLER

Franklin Dessert and Table Sugar

This sugar is especially made for cereals, fruits, berries, desserts and other foods that are sweetened at the table. It grades between POWDERED and FINE GRANULATED and can be used either with a spoon or a shaker. It dissolves quickly and sweetens thoroughly.

So many articles are sweetened at the table that this sugar is a steady, all-year-round seller and its usefulness will be appreciated by your customers as soon as you tell them about it. Start them buying it and increase your sales of sugar. Of course it's packed in FRANKLIN CARTONS, so you can make a profit on it by saving the cost of labor, bags, twine and loss from overweight that would come out of your pocket, if you handled it in bulk. DESSERT AND TABLE is one of the best sellers in the whole line of FRANKLIN CARTON SUGARS.

Packed in 2 lb. CARTONS—48 lbs. to the CONTAINER

Other FRANKLIN CARTON SUGARS are packed in original CONTAINERS of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING COMPANY

PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"This Franklin Dessert and Table Sugar is made especially for use in sweetening things at the table. It's better than either granulated or pulverized for table use and I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 pounds capacity; good condition; cost $25, will sell for $8.

Have closed one of our stores and have no use for them.

Jos. LOSOWSKI & SONS,
Trenton, N. J.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town a try paint, one of the best pain All A No. 1 shades, guaran salable colors. Write for color card, as it will be a ba some one.

W. H. MEISENH
29 W. Philadelphia St., Y

Offer No. 123.

A National Cash Register, that registers from 1 cent to three drawers, also a device f ing out profit sharing receipt cellent substitute for trading will include about twenty roll strip paper and six rolls of de all for $175 cash, f. o. b. Rea

ELMER E. M. Y
738 N. Sixth St., Read

Offer No. 125.

I have fifty cases of a Crus more than I will need for and wish to offer it for sale in change Department." It is a crushed corn; Proclamation bra sell for 60 cents a dozen. W any quantity.

T. J.
927 Arch St., Phila

Offer No. 126.

I have twenty cases of Roya Evaporated Apples; will sell f a package, there being 48 pa each case; this year's stock; as much as you like.

C. WISNES
924 S. Third St., Camde

Offer No. 127.

I have on hand the followin which I would like to dispose o lishing in your "Modern Merc Grocery World":—

38 pieces Queen Regent To at 2½ cents.

25 pieces Raven Tar Soap, at

2 dozen Chingspan Washing at 2½ cents.

26 pieces Union Maid Toi at 2½ cents a piece.

2½ dozen Kleenatub Scouri at 5 cents a piece.

49 pieces Witch Hazel Toilet 2½ cents a piece.

33 pieces Fairbank Glycer Soap, at 3 cents a piece.

2½ dozen Spar Box Cleanse cents a package.

15 pieces Educator Toilet 2½ cents a piece.

If interested in any of th goods, information can be recei 1025 Spring street, Reading, goods will be sent C. O. D.

Offer No. 128.

500 boxes Rennet Powder, one dozen 10-cent bottles; London, England. Make be Sample can be seen at this o Arch St., Philadelphia, or w one box on receipt of 70 stamps.

ROBERTSO
286 Greenwich St., New York

Important Notice to those Adv in the Exchange Departm

If the goods advertised do n after four weeks, will the owne notify us, so that the offer may continued? We desire to keep partment as clean and fresh as and if goods don't move in four they will probably not move at

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

FOR SALE OR RENT

BUSINESS OPPORTUNITIES.

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

FOR SALE.—White Mountain refrigerator, white enamel lined, ice capacity 300 pounds; fine condition; cost $100, will sell reasonable, as I have no use for it. Call or address J. Freas Jones, Rossiter, Pa. 25

FOR SALE.—Stimpson Computing Scale, No. 100, used only a short time and in first-class condition; looks like new; cost $130, will sell for $60. Address E. M. Clammer, 422 Douglass St., Reading, Pa. 24

FOR SALE.—Todd's $30 Protectographs for safeguarding checks. Rebuilt machines, first-class condition, guaranteed, only $10. Address Osbourne, Camden, New York. 18

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

HELP WANTED

WANTED.—About the 15th of May, a young man experienced in groceries and vegetables, capable of operating a Ford car; good salary to right man. Address Samuel Shils, 43 N. Iowa Ave., Atlantic City, N. J. 20

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

Dayton Moneyweight Sca
S. M. TEMPLETON
1313 Arch Street, Philadelphia.
District Sales Manager

This Space Reserved

for

C. Wilkinson's Sons

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

luminum Cooking Utensils.

uminum Products Co., La ge, Ill. (tf)

erican Aluminum Mfg. Co., Le- , Ill.

ckeye Aluminum Co., Wooster,

China.

con China Co., Sebring, Ohio.

thesline Reels and Vacuum Cleaners.

ny Mfg. Co., 1300 E. Washing- t., Muncie, Ind. (21)

itlery and Optical Goods.

ger Brothers, 82 Bowery, New City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Household Oleomargarine Mixers.

A. D. Graham & Co., Braddock, Pa. A postal will bring particulars.

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curr

CORRECTED WEEKLY, MAY 1, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES

Sugar
Cottolene
Provisions

DECLINES

Butter
Dressed Meats

—1—

SUGAR.

	Barrels.
Cut Loaf	8.55
Eagle Tablets	9.40
Crystal Dominoes, 24 5-lb. pkgs	10.40
" 60 2-lb. pkgs	10.40
Patent Cubes	7.90
Confectioners' Lozenge	7.55
Powdered	7.50
Fruit Powdered	7.40
Dessert and Table, 2-lb. cartons, 48 lbs.	7.70
Granulated, fine or standard, McCahan	7.40
" " Franklin	7.45
" extra fine, bbls.	7.40
" " 2-lb. bags	7.80
" " 5-lb. bags	7.80
" " 10-lb. bags	7.70
" " 25-lb. bags	7.60
" " 100-lb. bags	7.40
" coarse	7.55
Confectioners' Crystal A	7.40
A Confectioners'	7.30
A No. 1	7.25
A No. 2	7.20
Franklin B	7.05
Extra C	6.80
C	6.65

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No 1, extra quality, 20-lb. boxes		.33

Tetley's, ½, ¼ and ⅛ lb. tins, in 20-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C or Mixed	.47	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 10c. 2½-oz tins, doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 10c. 2-oz tins, per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, ½ lb tins, per tin			1.55
Sunflower, I and C, Formosa Oolong or Mixed, 5-lb. tins, per tin			2 55

—2—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Lipton's Tea, 25 and 50-lb. cases—			
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails per doz.	.75
Mica, ¼ gross per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No 4, ¼ gross	5.40
Blackola, 10c size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Caracas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.15¾
Santos, extra fancy	16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, baker use, 30–60 lbs	
" 5 and 10-lb. rolls, and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per

JARS AND JAR RUBBE

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross box	
" medium, 1 doz. cartons, 5 gross bo	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz	per d

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

ans—	
s	.95
, No. 2	.95
ell's, 16 oz., tomato sauce or Boston	
per case	1.90
, No. 2	1.40
p's, No. 2	1.40
ank's, No. 2	1.35
No 2	1.40
ead, No. 3	1.25
No. 1	.50
—	
rd, New Jersey, No. 3	1.20
Maryland, No. 2	.85
" No. 3	1.10
ans—	
rd, New Jersey, No. 2	1.15
Maryland, No. 2	1.20
small, No. 2	1.65
ans—	
rd, New York, No. 2	1.10
ancy, New York, No. 2	2.00
New York, No. 2	1.50
rd, Maryland, No. 2	.60
ey Beans—	
rd, New York, No. 2	1.00
Maryland, No. 2	.85
Illinois, No. 2	.95
rd, New York, No. 2	.90
New York, No. 2	1.00
rd, Maryland, No. 2	.75
Maine, No. 2	1.25
Maine, No. 2	1.25
eg, No. 2	.85
grain, No. 2	.75
rd, New York, No. 2	1.15
New York, No. 2	1.50
ifted, New York, No. 2	2.00
rd, Southern, No. 2	.75
Southern, No. 2	1.00
ifted, Southern, No. 2	1.40
rd, Indiana, No. 2	.75
Ind.ana, No. 2	1.00
ifted, Indiana, No. 2	1.40
rd, Wisconsin, No. 2	1.10
Wisconsin, No. 2	1.40
ifted, Wisconsin, No. 2	2.00
rd, New York, No. 2	
" No. 3	1.25
New Jersey, No. 2	
" No. 3	1.10
rd, New York, No. 2	1.00
New York, No. 2	1.25
d, Maryland, No. 2	.90
Michigan, No. 2	1.20
s—	
No. 2½	2.00
, No. 2½	2.20
No. 2½	2.50
o. 1	2.25
—	
d, New York, No. 3	1.00
New Jersey, No. 3	.85
d, Maryland, No. 3	1.00
it—	
d, New York, No. 3	.80
Maryland, No. 3	.75

California Canned Fruit.

No. 3	2.75
No. 2½	2.10
tandard, No. 2½	1.75
d, No. 2½	1.50
ears—	
No. 3	
No. 2½	2.50
tandard, No. 2½	2.30
d, No. 2½	2.15
erries—	
No. 3	
No. 2½	2.90
tandard, No. 2½	2.50
d, No. 2½	2.25
Lemon Cling, Sliced—	
No. 3	2.95
No. 2½	2.00
tandard, No. 2½	1.75
d, No. 2½	1.50
Lemon Cling—	
No. 3	2.95
No. 2½	2.00
tandard, No. 2½	1.75
d, No. 2½	1.45
Yellow Crawford—	
No. 3	2.80
No. 2½	2.00
tandard, No. 2½	1.70
d, No. 2½	1.40

Eastern Canned Fruits.

rk State, No. 3	.90
" No. 10	2.75
es—	
, No. 2	1.35
, No. 2	
Wax, light syrup, No. 2	1.35
heavy syrup, No. 2	1.50
No. 3	1.35
, No. 3	1.15
3	.85
Extra Standard, No. 2½	2.00
syrup, No. 3	1.15
water, No. 3	.90
syrup, No. 2½	1.25
rup, No. 2½	1.00
s—	
n water, No. 2	1.40
es—	
reserved, No. 2	1.80
ed, No. 2	1.60
, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard, No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	24 00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ⅛s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ⅛s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2 50
Verihest, tins, small, 2 doz	1 65
" " large, 1 doz	2 65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2 65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 18, 10½ oz., 4 doz —	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter s, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6 lbs.	.20
Dot, sweet, ½-lb., ¼-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.26
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dalry Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box .83
Milk Chocolate, 50 5c. pkgs. in box, per box 1.60
Milk Chocolate, 25 5c. pkgs. in box, per box .80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs..... .30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs..... .30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case..... .30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-os. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans.....	.29	3.48
1-lb. round cans.....	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans.....	e.50	.5o

Bensdorp's Cbocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Cbocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Cbocolate Towers, 5-lb boxes, 20 boxes in case	.5o
Milk Chocolate Towers, ⅛-lb. boxes, 90 boxes in case.....	.56

Bensdorp's Cooking Chocolate— Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case..... .30

Bensdorp's Turinos—

	Per tin
5 lbs. in box, 20 boxes in case.....	.5o
1 lb. boxes, 30 boxes in case	.55
⅛ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—

	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ... .37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes..... .40

Stollwerck's Gold Brand Plain Eating Cbocolate— Per box
No. 1, 25 cent size, 6 tablets in box..... 1.15
No. 3, 10 cent size, 24 tablets in box..... 1.90

Stollwerck's Gold Brand Milk Chocolate—
No. 51, 25 cent size, 6 tablets in box..... 1.15
No. 53, 10 cent size, 24 tablets in box..... 1.90

Stollwerck's Cocoa— Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes..... .41
No. 210, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes..... .41

PAPER.

Scott Paper Co.—
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls..... 3.25
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons..... 3.25
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls 3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.40½	¼ lb.....	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	2 "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream
15x20, 5 reams in bundle..... .60
20x30, " 1.15
24x36, " 1.55

Butter, Parchment— Per pkg.
8x11, 1000 sheets..... .70
9x12, " ..... .82
18x24, 30-lb. bundles of about 1000 sheets, per lb. .12

Toilet— Per case
Extra quality, 100 rolls..... 6.00
Good " 800 " 5.25

Butter, Wax— Per pkg.
9x12, about 480 sheets..... .15½

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1.03	.75
4 "	4M	1.28	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
12 "	2M	2.81	2.05
14 "	1M	3.57	2.56
16 "	1M	3.82	2.77
20 "	1M	4.30	3.09
25 "	1M	4.71	3.63

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.42
24½ lbs., ¼ bbl.....	.70
49 lbs , ½ bbl	1.40

No. 2, Manilla light weight— Per lb.
12 in. rolls..... .03¼
15 " ..... .03¼
18 " ..... .03¼
20 " ..... .03¼
24 " ..... .03¼

—10—

Silk Fibre, No. 1—
9 in. rolls..... .03½
12 " ..... .03½
15 " ..... .03½
18 " ..... .03½
20 " ..... .03½
24 " ..... .03½
30 " ..... .03½

Paper Towels—
25 rolls, 150 towels each, with holder and basket.....per case 4.25
25 roll lots ..... " 3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.50
" 2 doz.....	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime.....	3.90
Baby, 1 doz., glass.....	2.10
Peninsular.....	4.90
Star, 4 doz.....	5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	3.75
" " small, 6 doz	e.75
" family size.....	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz.....	2.75
St. Charles, small, 4 doz.....	1.95
" tall.....	3.75
" botel size.....	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz.....	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby) .	2.60
Gold (Tall) ..	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles.....	.10
Bisque Water.....	.10
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.10
Water Crackers.....	.09
7-lb. tin palls—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.18
" Teas.....	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.eo
Lemon Sundaes.....	.17
Sweet Marie.....	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Grabam Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit.....	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09¼
Oyster Crackers.....	.09	.09¼
Wine Scroll	.11	.11¼
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, e doz .....per doz.		1.40
" " with horseradish....	"	.....
" large, 1 doz	"	2.00
" " with horseradish....	"	.....

—11—

Weln Senf, bble .....per gal.		.....
" 1-gal. stone jars.....per jar		.85
" 5-gal. kegs .....per keg		3.50
Prepared Muetard, bbls .....per gal.		.....
" 15-gal. kegs.....	"	.....
" 10-gal. kegs.....	"	.....
" 5-gal. kegs .....per keg		1.75
" e-gal. pails .....per pail		.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, e doz...per doz.		.95
" sitting top, 2 doz.....	"	.46
" with horseradish, e doz.....	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, .38.... less	.39
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.29
Roquefort.....te in case, "	.....
" .....less than case, "	.53
Parmesan, about 30 lbs.....loaf, "	.38
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.00
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.5e
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.32
" " .....less than loaf	.33
" square loaves, No. 2, about 25 lbs. each.....per lb.	.28
Limburger, No. 1.....box and ⅛ box	.19½
" .....less than ⅛ box	.21
Pinxter, from Holland, in tins.....per doz.	e.60
Muenster.....per lb.	.23
Brick, No. 1..... "	.22
English Dairy..... "	.22½
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25

Royal Luncbeon—	Per doz.
Dinner size, 1 doz.....	4.50
Luncb size, 2 dos	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box.....	1.90
Miniature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Thuringer, 4 doz.....	.85

Imported and American Meats and Sausages.

		Less.
Westphalia Ham, marked weight.....per lb.		.....
Weiner Wurstel, 16 in tin.....per doz.		.....
" 8 in tin..... "		.....
Imported Cervelat Sausage, Rolff's.....per lb.		.....
Imported Frankfurters.....per doz.		.....
Goose Breast, Imported, marked weight, per lb.		.....
Pate de fois Gras, small.....per doz.		3.oc
American—	50 and 100-lb. boxes.	
Cervelat (Circle S.).....	.27	.30
" (Diamond S.).....	.26	.29
" Peutonic.....	.24	.25
" Gothaer.....	.30	.33
Salami (Circle S.).....	.27	.....
" (Diamond S.).....	.26	.....
" (G. A. P.)	.....	.....
Landjager, short.....per lb.		.35
" long..... "		.....
Mortadella, dry..... "		.....
Knackwurst, 25 in box.....per box		4.75
" .....per doz.		e.40
Tongue Sausage.....per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lacbs Ham..... "		.39
Petit Delicatess Frankfurters, plain..per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut.....per doz.		1.00
Lebanon Beef Balogna.....per lb.		.18
Paprika Speck..... "		.18
Mettwurst, half round..... "		.85
Liver Sausage (special), truffle, goose or sardellen .....per lb.		.35
Smoked Thuringer Blutwurst..... "		.....
" Pfefferwurst..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-os. jars.....	e.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Trips, 5-gal. kegs	8.00
Pigs' Feet, 10-lb. palls.....per pail	1.05
" 5-gal. kegs.....per keg	e.25
Russian Sardines..... "	.....
" 5-lb. palls.....per pail	.75
" 10-lb. palls..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots.....per keg		1.25
Milkers, Y. M .....per keg		.....
Mixed, standard, bbls.....		.....
" ½ bbls		.....
Milkers, standard, bbls.....		.....
" ½ bbls.....		.....
Scotland—		
Mixed, large, fulls, bbls.....		.....
" " ½ bbls.....		14.50
Milkers, " bbls.....		.....
" " ½ bbls.....		.....

—12—

Marinirte Herring, Imported, about 40 in
Roll Herring, imported, about 65 in pail..
Spiced Herring, Imported, about 40 in pail
Norway Stockfish, dry.....pe
Matjes Herring .....

Bismarck Herring.

Round tins, with key, pint.. .....per
" " quart.....pe
" " 2 quarts.....
" " 4 quarts.....
Roll Mops, 4-quart tin.....
" 2-quart tin.....
" quart tin .....
Kruger's Roll and Brat Haring, oval tins,

Russian Sardines.

Imported, Wallkoff brand.....per
" 5-lb. pails.....per
" 10-lb. pails..... "
Cut Spiced, 10-lb. palls..... "
" 5-gal. keg.....per
Russian, in glass jars.....per

Norway Anchovies.

Fancy, keg.....
" ½ keg .....
" ¼ keg .....
" ⅛ keg .....per
Original package.....per ⅛
Repacked, 5-lb. palls.....per
" 10-lb. palls..... "
" 5-gal. kegs..... per
" ½-lb. flat tins.....per
" ½-lb. tall tins..... "
" 1-lb. tall tins..... "

Salt Sardellen.

Original packages, 1902.....per
Repacked, kegs, about 8 lbs.....per
" pint jars..... per
" large tumblers..... "
" small tumblers ..... "

Russian Caviar.

1-lb. tins.....per
½-lb. tins..... "
¼-lb. tins..... "
⅛-lb. tins..... "

German Dill Pickles—Regul

60-gal. casks, about 2000.....per
50-gal. bbls., about 1200.....per
15-gal. kegs, about 500.....per
10-gal. kegs, about 300..... "
5-gal. kegs, about 150..... "
10-lb. palls, about 30 .....per

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....

Domestic Sourkrout—Long

60-gal. casks.....per
48-gal. bbls.....per
10-gal. kegs.....per
5-gal. kegs..... "
10-lb. pails .....per

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per
Spitzkugeln ..... "

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bund
Basler Lebkuchen, No. 1, 6 in pkg., "
" No. 2, 6 in pkg., "
" No. 3, 6 in pkg., "
Amandines, 9-lb. tins.....per
" small tins..... "

Pickles and Onions in Vine

Mixed Pickles and Chow-chow, 5-gal. keg ...
" " 10-gal. keg....

Sundries.

German Egg Potatoes, bags 120 lbs.....per ba
Green Kern .....per lb
Potato Flour..... "
German Dried Pears..... "
Dried Mushrooms ..... "
Juniper Berries ..... "
St. John's Bread..... "
Bay Leaves..... "

COTTOLENE.

Cases, small, medium or large cans .....
Tierces, about 350 lbs .....
½ bbls., about 180 lbs.....
Tubs, about 65 lbs .....

CHEESE.

New York, full cream, fancy, old, 40 lbs.....
" " choice, new, 35 lbs.....
Picnics, full cream, fancy, new, 20 lbs. .....
Swiss, domestic, about 30-lb. blocks.....
" about 70-lb. loaves .....
McLaren's, medium, e doz.....per doz.
" Club, e dos..... "
Red Edam .....each
Philo Cream, 1 dos. 10c. size.....per doz.
Elkhorn Pimento, 1 doz..... "

EGGS.

Nearby, candled and selected, 30 dos.....
Western, selected.....
Milben Farm .....
Awitru, packed in cartons.....

—13—

FANCY GROCERIES.

aple Paste, 5-lb. cans.....per lb.	.33
, in oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle..... ... "	3.25
npareil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
ger, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case ..... "	4.25
Maraschino, glass, 1 doz.. "	7.00
der, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
der, pints ..... "	3.60
4 oz ..... "	2.40
2 oz ..... "	1.40
, extra fine .....per case	21.00
Irish Oatmeal—	
.....per doz.	3.35
.....per tin	.70
..... "	1.65
Palmer's Biscuit, packed 7 and 5 a can—	Per lb.
urie.....	.24
.....	.33
.....	.33
r, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
jars, 4 doz.....	1.75
Marquett Mushrooms—	Per case
ice.....	36.00
oo tins.....	35.00
o tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
ickled, small size.....	1.20
unbar's, 2 doz.....per doz.	2.75
dial, Bishop's, 1 doz..... "	6.50
Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
, Rose's..... "	4.50
e Water..... "	2.25
h Water..... "	2.25
es..... "	5.25
-American Food Co.—	Per doz.
r invalids, all kinds, ½ pints, 4 doz.	1.40

.ON CUBES AND LIQUIDS.

llon Cubes—	
oo cubes.....	1.70
50 cubes.....	.90
tins, 12 cubes each	2.75
m Bouillon—	
tles, 1 doz.....	2.00
tles, 1 doz.....	3.75
nato Bouillon—	Per doz.
es.....	6.00
tles	9.00
gs.....each	2.75
o Cubes—	Per doz.
size.....	.85
. size.....	2.00
cubes.. .....per 100	1.65
eef, Clam and Chicken Cubes—	
es, 12 cubes, 1 doz.....	2.50
oxes, 50 cubes .....per tin	.90
es, 100 cubes..... "	1.70
oncentrated Bouillon—	
2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
6, ½ doz.....	25.00
omato Bouillon—	
ze 4, 1 doz	2.50
12, 1 doz	6.50
5..... per bottle	3.00
s, size 2.....per jug	1.25

EXTRACT OF BEEF.

lid Extract of Beef—	Per doz.
2, 1 doz.....	4.45
4, 1 doz.....	8.20
3, 1 doz.....	15.90
5, ½ doz.....	29.75
uid Beef Extract—	
ze 4, 1 doz.....	5.00
8, 1 doz.....	9.00
16, ½ doz.....	17.00

FLOUR.

	Per bbl.
.....	6.90
.....	7.65
.....	6.90
.....	7.20
.....	7.45
best.....	6.90
.....	6.20
West.....	6.00
.....	5.90
.....	6.50
.....	5.85
.....	7.35
st.....	6.50
erial.....	6.65

Prepared Flours.

	Per case
pared Doughnut, Cake, Ginger-	
d Tea Biscuit Flour—	
z.....	1.44
z.....	2.40
ither straight or assorted cases	

Self-Raising Flour.

ckwheat, medium, 12s.....	1.48
p Jack Flour, 18s.....	1.45
Buckwheat, 36 2s.....	2.60
Pancake, 36 2s.....	2.60
gs.....	1.55
Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwieback.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphahet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz..... ...	.90
" No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No. 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1	200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	3.35	.....	.50	.45
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	-.20
Bass Native	-.15
Salmon, fresh.....	-.30
Eastern Cod	-.09
Croakers	-.04
Large Hake	-.09
Haddock	-.07
White Cat Fish..... ...	-.12
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.12
Snappers	-.13
Eels	-.10
Rock Fish.....	.14 -.18
Lobsters.....	-.25
Flounders	-.06
Large White Perch	-.12
Sea Bass	-.12
Blue Fish.....	-.20
Porgies.....	- 06
Fresh Mackerel.....each	-.45
King Fish	-.10
Weak Fish	.08 -.18
Butter Fish.....	-.07
Tile	-.11
Shad, Roe.....each	.75 -.85
" Buck ..... "	.45 -.55

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10 00
" Culls.....	4.50	- 5.25
Blue Points.....		6 00
Rockaway..... bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5 00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅞
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.05⅝
Sun-Maid, 36's	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dessicated—	Per case
4 [illegible]	3 25
4 [illegible]	.00
12 [illegible]	2.75
4 [illegible]	1.80
4 [illegible]	1.75
12 [illegible]	1.65
Dairy—	Per lb.
¼ lb. pkgs, 11 lbs	.26½
¼ lb. pkgs, 11 lbs	.17¼
Baker's Premium—	Per case
1 [illegible]	4 40
[illegible]	2.20
1 [illegible]	2 10

HORSERADISH.

	Per doz.
1 [illegible] 2	.[illegible]
Manufacturers, [illegible]	.2½
Silver's [illegible] d	.[illegible]
[illegible] 2	.4[illegible]

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. 1.00
Square, Oriental Red, 2 oz., 1 doz	.50
" Green, Blue or Violet, 2 oz.	.50
" Magic Black, 2 oz., 1 doz	.50
" Electro Chemical, 2 oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.2c
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 2.75
Cold Blast			5 doz. 3.25
			No. 1. No. 2.
Jumbo Chimneys, plain		per doz.	.75 .85
" dec.,		"	.90 1.00
			No. 0. No. 1. No. 2.
Banner Burners			.45 .55 .75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons	3 doz. to case 2.[illegible]
" "	6½ doz. to case 5.[illegible]
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz
1 lb. pails, 2 doz	2.40
3 lb. pails, 1 doz	4.[illegible]
Veribest, Moist—	Per case
Quarts, 1 doz	5.[illegible]
" ½ doz	3.[illegible]
	Per lb.
Cankins, 10 lbs	.1[illegible]
" 2 lbs	.13
" 4 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.[illegible]5
Beardsley's—	
Acme, 14¼-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4½-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.65
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs	
Filberts, bags, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 carton

PICKLES.

Sweet—	
16-gal. keg, 210os	
10-gal. keg, 130os	
5-gal. pail, 650s	
16-gal. keg, 360os	
10-gal. keg, 220os	
5-gal. pail, 1100s	
16-gal. keg, 500os	
10-gal. keg, 300os	
5-gal. pail, 1500s	
16-gal. keg, 750os	
10-gal. keg, 450os	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. hbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bhl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per bbl.
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	P
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	P
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

Lard—
lbs. net weight.....per lb. .13¼
et..... " .13
ins.....6 in crate 8.40
as.....12 in crate 8.47
ns.....20 in crate 8.55
Per lb.
and tubs, about 340 lbs ..... .12½
s..... .12⅝
pails, 60 lbs..... .09⅝
" 60 lbs..... .09¾
" 60 lbs..... .09⅞

DRESSED MEATS.

ed Stock— Per lb.
..... .11 -.14½
..... .10½-.13½
..... .08 -.12
ves..... .13½-.14½
alves .... -.15½
s and Barnyards ..... .09½-.12½
Dressed..... .13 -.14
.... -.15
..... .14 -.15
ethers..... .... -.16
..... .16 -.17
mbs .... -.18
.... -.14

UTCHERS' SUNDRIES.

Tongues.....each ..... -.80
ies..... ..... -.60
, scalded ..... .50 -.75
ls, veal.....per pair .75 -.80
beef .....per lb. .25 -.30
.... " .25 -.30
ys.....per doz. 1.25
..... .10
.....per doz. 1.20
f.....per lb. .05
..... 16.00
, beef, western..... .22
, loins, city ..... .13
" western ..... .13

DRESSED POULTRY.

Per lb.
young hens, 8 to 10 lbs..... .34 -.36
young toms, 15 to 18 lbs..... .34 -.36
and toms..... .28 -.30
to good..... .20 -.25

hia, fresh killed, 3 lbs. and
pair, fancy..... 45 -.55
hia, fresh killed, 3½ to 4 lbs
..... .45 -.55
hia, fresh killed, 3 to 3½ lbs.
fancy..... .45 -.55

fancy, heavy..... .22 -.23
asters, 4 to 5 lbs..... .23 -.25
od .... .20 -.21
.... .15 -.16
Per doz.
ge, fancy 5.50-6.50
..... 4.00-5.00
..... 2.00-3.00

LIVE POULTRY.

kens, nearby, 1½ to 2 lbs..... .45 -.50
gers..... .25 -.28
..... .21 -.22
..... .14 -.16
ig .... .18 -.20
..... .14 -.15

ERVES, JELLIES, JAMS ND MARMALADES.

Per doz.
ure..... .95
apple flavor, 30 lbs. full weight,
per pail, 1.00
s, 8-oz. tumblers..... ..... .80
16 oz., 2 doz..... .87½
3-lb. tins, net weight 1.95
Per lb.
s. pure, 12-oz. jars, 2 doz...per doz. 1.45
30-lb. pails..... .09½
, 30-lb. pails..... .06½
3-lb. toy pails .....per doz. 3.00
s, pure, 10-oz. jars, 2 doz..... 1.40
, assorted, jars, 2 doz ..... .90
nalade—
imported, 4 doz 2.10
s, pure, 2 doz 1 50
Per doz.
thwark, 30 lbs.....per pail 1.15
" full 5-lb. slip cover tins,
½ doz.....per case 1.55
timmel's, 30-lb. pails.....per lb. .06¾
" 3-lb. slip cover tins. 1
doz .....per doz. 2.60
" 2½-lb. stone jars, cloth
top, ½ doz...per doz. 2.90
" 40-oz. stone crock, glass
top, ½ doz...per doz 3.07½
ther Cook's, No. 14, 2 doz....doz. .85
lb. pails.....per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor ..	....	.85	1.95
Spirits Painters' Commercial ...	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Cbill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons.....each	5.00
" gallons.....each	9.50
Saucr's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases.....per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Piueapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, wbite, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.50
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.50
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to tbe bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.40
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.40
" 140-lb. cotton bags		.75
Morton, Free Running, 2 doz		.75
New Ivory, 24 large cartons to case		1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz.....per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	.50 per gross
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 20 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Aeme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	10c	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.05
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.05
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.20
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pumino, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleeee, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5	3.85
Oak Leaf, Lautz, 48	3.75
" " 100s, 5c size	3.75
Sapoline, No. 3, 100	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 48	3.75
" " " 100, 5c size	3.75
Sunny Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.60
" " 24 laundry size, 6 tea spoons free in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3 lb. cartons	.05¼
" 6-lb boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00

½ doz. free in each ¼ gross box

Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½

Jute—	Per lb.
Reels	.10½

Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90

Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45

Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protecto	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	per
" 2 lb.	"

Clothes Pins.

5 gross	per

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	
Discount to dealer 33⅓ per cent	

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket daub solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz pkgs	
Yeast Foam, 1½ doz	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, May 8, 1916. No. 19

Merchants who patronize advertisers in this paper have their dealings insured, for we will not permit an advertiser to mulct a subscriber if we can prevent it, and we usually can. To begin with, we do not accept the kind of advertisers likely to do that.

Courts Will Hold Packers and Jobbers to Their Future Canned Goods Contracts. Maryland Tomato Packer Compelled to Make Good to Two Customers.

How the Jewelry Schemers Work. Report of a Case Showing Methods of Fakers Who Get Retailers to Sign Notes.

A Federal Trade Commission Plan to Help Retailers Deserve and Obtain More Credit From Local Banks, and Thus Extend Their Business.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

A Hundred Thousand Strong

That's the size of the army that every year passes through the Home of

Shredded Wheat

It is an army that inspects every detail of its manufacture from the whole wheat grain to the crisp, golden brown Biscuits of whole wheat. This army of "advertisers" is making business for you. You don't have to "talk" Shredded Wheat to your customers. It is the best advertised cereal food in America. A fair deal for a fair dealer.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I DO NOT BELIEVE YOU

would be without our books for a moment if you fully understood their merits. Even if you do not adopt them generally you need some of our

INDEXED COUPON BOOKS

for your grouchy people, for your regular and transient cash buyer, your pass book people and others. Will save you losses from forgotten charges. Head off the fellow who wants to overrun his account. Save time, labor, losses, bookkeeping, get the cash, etc. Our literature will explain all their advantages. Inexpensive. F. O. B your express office.

WE HAVE SOLD MILLIONS OF THEM

LET US SEND YOU FREE SAMPLES AND LITERATURE

J. P. FORBES, Forbes Building. **Coshocton, Ohio**

What Do You Think of This?

¶ We struck a grocer not long ago that wouldn't have anything but **Wheatena** on his own table, but wouldn't stock it because he thought he handled enough cereals!

¶ Could anything surpass the inconsistency of that? How many of his customers were as insistent about a cereal as he was about **Wheatena?**

¶ That really is typical of the way **Wheatena** gets and stays in. Packed and guaranteed quite differently from other cereals.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

blished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

LXII. PHILADELPHIA, May 8, 1916. No. 19.

ern Merchant and rocery World

PUBLISHED WEEKLY BY THE
Y WORLD PUBLICATION CO.
AT
Arch Street, Philadelphia.
TELEPHONES:
ert 3286
ert 3287 Keystone, Race 746
change.

ecks and Drafts payable to the Gro- l Publication Co.

pendent journal published ex- in the interests of modern mer- all classes.

ELTON J. BUCKLEY, Editor.
DAVID EZEKIEL, Advertising Manager.

tion Rates, Including Postage, Payable in Advance:
PER YEAR
States and Mexico..... $3.00
..... 3.50
ritain and Continent of Europe
a 4.50
es ..... .10

Contents.

PAGE
ome Sound Sense on Sell- dvertised Goods..... 4

Help Retailers Systematize Business and Thus Get Credit at Their Local 4

..... 6
ong Thing.
Justifiable Cowardice.
"Good Business Man."
qualities of Federal Food Enforcement.

ia Organization Notes... 7

York Letter 8

the Jewelry Schemers 8

PAGE
Correspondence 10

Distributing Goods by the Common Method Does Not Cost a Lot of Money 11

The Legal Department..... 11

The Grocery Markets..... 12

Individual Market Reports..... 12

"The Stroller's" Column (Contributed) 16
Hard Luck.

Selling Talks with Clerks..... 16

Legal Department 18
No. 362.—A Most Important Decision as to What Is Fraud in Selling and Advertising.

Weekly Window Display Suggestions 18

Science of Advertising..... 20

Sellers of Future Canned Goods Must Fulfil Contracts or Pay Damages 20

Subscribers' Bargain List..... 22

Want Department 22

"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE
Advertising World, The..... 10

American Specialty Manufacturers' Association 21

PAGE
Babbitt, B. T..... 17

Baker & Co., Ltd., Walter..... 10

Buckeye Baler Co..... 14

Buckley, Elton J..... 4

California Associated Raisin Co..... 11

Chase-O Manufacturing Co..... 13

Clipper Lawn Mower Co..... 13

Crescent Manufacturing Co..... 13

Dayton Moneyweight Scale Co..... 10

Fleischmann's Yeast 13

Forbes, J. P.....Cover 2

Hamilton Corporation, The..... 11

Harris Co., Wm. B.....Cover 4

Heacock, H. F..... 7

Heekin Can Co., The..... 19

Hires Condensed Milk Co....Cover 2

Indexed Coupon Books.....Cover 2

Kirk, Foster & Co..... 14

Knight Cooking Extract Co..... 19

Lautz Bros. Co.....Cover 2

PAGE
Manufacturers' Representatives (Association of) 21

Mapleine 13

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co..... 17

Moxley, Wm. J.....Cover 4

Nationally Advertised Products..... 9

Nowland Co., A. C.....Cover 4

Philadelphia Electric Co..... 13

Postum Cereal Co., Ltd..... 7

Rumford Chemical Works..... 19

Shinn & Kirk..... 5

Shredded Wheat Co., The....Cover 2

Sperry & Hutchinson..... 11

Star Egg Carrier and Tray Mfg. Co., 14, 17

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 23

Wilkinson's Sons, C. 23

Willys-Overland Co., The..... 15

Trying to Help Retailers Systematize Their Business and Thus Get More Credit at Their Local Bank

Federal Trade Commission Says Many a Merchant Could Do Much Better if He Had Some More Bank Credit. An Effort Will Be Made to Help Him Get It.

The "Modern Merchant and Grocery World" has received from the Federal Trade Commission some matter which indicates that the Commission can probably be expected to do some exceedingly valuable work for business in general. The Commission is now collecting facts and figures with which it hopes to help merchants obtain more credit, always provided they deserve it, and thus extend their business operations. Many a merchant could double his business if he could increase his credit 25 per cent. The Commission hopes to show merchants how by running their business a little more systematically, they can deserve and obtain the additional credit from their local banks. Here is the Commission's own argument for the plan:—

> The small manufacturer, the country storekeeper and the retail merchant often do not get at the banks the credit that they ought to receive, owing to the fact that they are unable to present balance sheets in accordance with good business practice. These men, as a rule, are just as good business men, in many respects, as those of larger operations. They have brains, ability, knowledge of their wares and of their customers, but they do not speak the language of the banker in that they are not able to present a statement showing their true assets and liabilities.
>
> Frequently a business man with a credit of a few hundred dollars at his bank, based wholly on personal grounds, could, if he could produce a reliable balance sheet, readily obtain sufficient credit to enable him to rapidly expand his business along sound lines. Failing to obtain such credit, his business is limited and confined.
>
> Ability to borrow at the bank has a far-reaching effect on all credit, because to the bank, primarily, are directed inquiries for a rating of a manufacturer or merchant seeking credit for goods. An unfavorable or non-committal report from the bank results in a curtailment of opportunity. It also checks expansion.
>
> Bankers are in business to loan money to business men, and recognize that loans made on balance sheets that show a healthy condition are desirable loans. The banker will welcome any standard form of statement that will permit him easily to ascertain the exact liabilities and assets of his customer.
>
> It is recognized that no one standard system of accounting is applicable to all classes of business, but that special systems are required for each group or class of commerce and industry. For example. the coal industry can use a substantially standard system of accounting; similarly, the country store and general store retailer, the wholesale grocer, the retail grocer, the boot and shoe wholesaler, the boot and shoe retailer, the drug store, the manufacturer of textiles, the manufacturer of machinery, the wholesale clothier, the retail clothier. It is true that a great many systems could be adapted for use in lines other than those for which they are originally arranged, as certain fundamental principles underlie the general structure of accountancy which must be recognized by each group.
>
> The Commission, however, while recognizing the commercial advantages to be derived from uniformity of systems, does not advise making a change where systems already installed give adequate information and are economically operated.
>
> The fact must be admitted that in order to put a selling price on a product a manufacturer must first know what it costs to manufacture and sell it. When business was done on a large percentage of profit this was not so essential, but in most lines of industry to-day the large percentage of profit has passed. Manufacturers are working on smaller margins and must absolutely know what their goods cost. Any unreliable method of arriving at cost figures, with margins of profit so close, must be eliminated.
>
> It is a fact well understood among business men that the general demoralization in a large number of industries has been caused by firms who cut prices not knowing what their goods actually cost to manufacture, and the cost of selling, which is equally important, is almost wholly lost sight of.
>
> A manufacturer who does not know with a close degree of accuracy what it costs him to produce the different articles he manufactures and what it costs him to sell them, is not in a position to intelligently meet competition and invites business disaster.
>
> Many of the larger manufacturers have thorough cost accounting systems, which they recognize as necessary in order to give them the information essential to successful management. On the other hand, the number of smaller manufacturers who have no adequate cost accounting system and who price their goods arbitrarily is amazing.
>
> Proper accounting for the smaller manufacturer is most essential. It is necessary for his success that he know on what particular article he is making a fair profit and on what he is making only a narrow margin of profit or losing money. If he has this information he can concentrate on the manufacture and sale of the product on which the profits are satisfactory.
>
> Whole industries, in many instances, are suffering from a general lack of intelligent knowledge of cost.

The Commission has no intention of compelling the trade to use any particular bookkeeping method. It does propose to issue literature from time to time which will encourage improvement in accounting methods, and also proposes to devise new systems of bookkeeping which can be adopted by various businesses.

As a foundation for the inquiry the Commission is asking all manner of businesses to fill out the following blank:—

6. Net sales for year (gross sales less trade discounts and outgoing freight on sales.....
7. Net profit (or loss) from operations during the year after deducting all expenses except interest on bonds and on similar obligations .....
8. Net income from other sources during the year.....
9. Depreciation on plant and equipment charged off during the year ..... Average rate, 1915,...per cent.; 1914,...per cent.; 1913,...per cent.
10. Bad debts charged off or provided for during the year..... Percentage of bad debts, or provision therefor, of credit sales, 1915,...; 1914,...; 1913, ...
11. Have Items 9 and 10 been deducted in arriving at Item 7?....

Contributed.

Here Is Some Sound Sense on Selling Advertised Goods.

This Contributor Admits That Nationally Advertised Brands Pay Less Profit Than Unknown Brands, But Says the More Frequent Turn-over More Than Makes That Up. "Three Times Twenty-five Per Cent. is Better Than Thirty-three and One-third Per Cent. Once."

It is a fact that advertised products generally allow a narrower margin of profit to the retailer than unknown commodities (and the retailer doesn't like it—he thinks he pays for the advertising).

But does that mean that advertised goods are less profitable?

Not necessarily and not ordinarily.

Products in demand are not nearly so expensive for the retailer to handle as those which take his time and that of his clerks in explaining to purchasers. He can afford to sell them on a narrow profit.

To put it in figures:—

A retailer may invest $100 in unknown goods which pay him 33 per cent. profit on the selling price, but on which his sales amount to only $150 a year.

Or, he may invest the sam in advertised goods which p only 25 per cent on the sellin but which, on account of act mand, may permit him to do ness of $400 a year.

In the first case he will mal $50 a year gross on his $1 vestment, while in the sec sells out three times a year invests his original $100, a gross profit of $100 inst $50, although he works on a margin.

Many such examples can b licated in "real life."

It is the old story of the sixpence—the advertising m nimble.

But the retailer usually figure this way.

He looks only at the gros gin, and 33 per cent. appears than 25 per cent., unless he s consider that 25 per cent. times beats 33 per cent. once

The retailer generally do keep his stock records and ac in such a way as to bring o retail comparative profitable different lines, however.

He stops at the gross marg thereby not only fools hims cheats advertising of its legi results by refusing to work

The retailer is an intelligen But it simply happens that i day and age he isn't a "bookke and right bookkeeping happ be an important element in s ful retailing.

The coming generation of ers will be trained to use bet counting methods.

Without waiting for the generation, however, the As Advertising Clubs are going and working out systems o accounting for retail jewel tail grocers, retail shoe deale tail druggists, retail hardwar ers.

No greater service could formed for retailers.

This is our first step in en the interest and membership tailers.

William H. Ing
Associated Advertising
New York, N. Y.,
May 4, 191

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Buildi
Philadelphia, Pa.
Telephones { Bell Spruce 2608 J
Keystone, Race 746

ARE you content to make 100 per cent. profit on an article that gives invariable satisfaction?

Shinn's Liquid Rennet is the article. Do you sell Rennet? Does it suit your trade, or do they complain of it and say it goes bad too quickly?

The great point where **Shinn's Liquid Rennet** defeats its competitors is in its cleanliness. It is made not in a factory, but in a laboratory. Its absolute cleanliness gives it a keeping quality that no other rennet has. We guarantee its keeping quality, in fact, which no other manufacturer does so far as we know.

And quick? You can tell your trade that **Shinn's Liquid Rennet** will make junket, curds and whey in two to five minutes.

The summer is the great Rennet season. Try on **Shinn's Liquid Rennet** this year.

100% Profit To You And Unbounded Satisfaction To Your Customer

Shinn & Kirk
1400 Spruce St.
Philadelphia

WITH THE EDITOR

The Inequalities of Federal Food Law Enforcement.

From the time when the Federal Food and Drug Act was passed, June 30, 1906, until now, one of the prime weaknesses of its enforcement has been the wide variance in the penalties that are imposed by various courts under it, and the fact that while the law imposes a maximum fine, it imposes no minimum, and some courts therefore impose fines which are no fines at all.

From the last Government report just received, I select three cases which show how irregular the enforcement of the act is. Case 4,160 was against the Charles L. Heinle Specialty Co. of Philadelphia, the charge being selling as "Pure Concentrated Vanilla," a mixture that was not pure concentrated vanilla at all, but was merely a dilute vanilla extract. The Heinle concern plead guilty and was fined *Five Dollars*.

Case 4,191 was against the Philadelphia Vinegar Co., of Philadelphia, the charge being the selling as "40 Grain Fermented Syrup Vinegar," a product that was merely an imitation syrup vinegar. This concern, like the other, plead guilty and was fined *Twenty Dollars* by the same court that fined the Heinle Co. five.

Case No. 4,182 was against a coffee house for selling as "Java and Mocha" a coffee containing 30 per cent. of Santos. Here, too, there was a plea of guilty and the fine was *Fifteen Dollars*.

It might be said that the variance between these fines was justifiable on the ground of variance in the degree of the offenses, but if that is to control it would appear as if the Heinle Co., which got the smallest fine, should have got the largest. The Heinle Co. really mulcted its customers, for it promised more vanilla than it gave. The Philadelphia Vinegar Co. sold a fermented syrup vinegar and delivered an imitation, but the imitation was not materially different, chemically, from the real, and substantially served the same purpose. The coffee house that put 30 per cent. of Santos in its "Java and Mocha" still gave its customers real and substantial value, for "Java and Mocha," so far as drinking quality is concerned, have become empty names. Many another coffee drinks better than either or both, and the chance is that the Santos that was put in this mixture drank better than the other coffees which it displaced.

Yet the vinegar house got fined the most, the coffee house next and the Heinle Co. the least of all.

The Wrong Thing.

The cause whose adherents start to fight among themselves is a lost cause from that moment. "A house divided against itself cannot stand." Why are so many people blind to this?

I have been somewhat amused, but really more disgusted, on reading some matter which appeared in the last issue of the Oregon "Merchants' Magazine," the official organ of one of the factions of organized Oregon retailers. It is an attack on the other faction, and the words that stand out from it are "liar," "diatribe," "ridiculous harangue," "swelled head," "skate," "undiapered kid," "kicked out of the association," "tuck his tail between his flea-bitten hinder legs," "wreckers," "despicable creature," and so on.

From the above it may be gathered that the retail merchants of Oregon have split. Actually, the two halves are so busy fighting each other that they have little time for the interests of the trade. Very probably the cause of the split was just as childish as it usually is.

I don't know who wrote the stuff from which I have culled the above flowers, but I have no doubt that he sat back when it was finished and smacked his lips over it. "That'll cut 'em!" Whoever he is, if I were the faction which he represents, I should gently but firmly dispense with his services. What is wanted when an association splits is a peacemaker and a diplomat, not a specialist in hard names. This man is very successfully widening the split—making enmities that may never heal, inspiring men who should be working together, to cut each other on the street. All mercantile associations have such members and they are often very valuable men, when harnessed and controlled, but as conciliators they are impossible. They ought never to be allowed to come forward when there is a fight, for they always make it worse.

Perhaps Justifiable Cowardice.

And now the retailers of Springfield, Mass., have wakened to the nuisance which they have builded for themselves by sending unlimited merchandise to consumers on approval. They have joined together to appeal to consumers through newspaper advertising not to ask for goods on approval, *though they will still send it if consumers insist!*

The advertisements are unique. Here is one of them:—

Johnny has the Chicken Pox
And we know how he got it.

Johnny's mother bought him a suit of clothes the other day—a very nice suit—but it was one that Tommy's mother, who lived in the other end of town, had returned after Tommy had worn it three days.

The suit seemed all right and a pressing made it nearly as good as new. But not quite. For Mary sat next to Tommy in school and Mary's little sister had chicken pox. The busy little germs on Mary's dress decided that Tommy's new suit would make a nice, easy living place, and over they went.

They were still there when Tommy's mother brought the suit back, and, assuring the merchant that Tommy hadn't worn it, said:—

"Will you please refund my money?"

Then Johnny got the suit—the one that the germs had moved in to—and now Johnny and his mother, and maybe the rest of the family as well, will pay the penalty because Tommy's mother bought a suit before she was sure that it was just what she wanted.

When you take merchandise on approval, examine it at your earliest convenience. If you decide to return it, do so at once, and in as good condition as you received it. Ask yourself if YOU would buy that merchandise in the condition you are returning it.

The importance and the benefit of this movement will be apparent. Join with your friends and use your influence and example to eliminate this unnecessary addition to the cost of your merchandise, and to better safeguard the health of yourself and family.

ASSOCIATED RETAILERS OF SPRINGFIELD.

This shows rather clearly the cowardice into which merchants fall by reason of excessive competition. How asinine to put it up to consumers not to ask for favors, in the same breath admitting they are still asked they granted! Consumers are as swine about such things will never voluntarily g what they have once beer and who can blame them?

The way to stop the "g approval" nuisance is for th to cut it out. Refuse to sen on approval and the thing i once and for all. It will n settled in any other way.

Being a "Good Business Man."

A corr ent, writin retailer's his custom using bread as an illustrati this:—

Some of your trade ask f vertised brands—give them they ask for, that is one of th of good salesmanship—see to it is fresh when you hand so they will keep calling Others will just ask you for of bread without designatin brand, and right here is your tunity to show that you are a business man. Instead of advantage of this customer, placing herself in your hand handing out to her the lo which you are making the money, hand her the bread th personally know to be the be you have in the store. M steady customer of her, ta chances, try and bring her to store daily for bread.

This involves a serious upon human nature. A who is handling two bran thing, one profitable, the ot profitable, when asked for or "canned corn," is a very person if he hands out th profitable because it is the l most nobody will do it, and question whether anybody sh it. Always provided the pr brand represents good, honest for the money. If it doe oughtn't to be sold at all.

No retailer ought to put h in this position anyway. S he is trying to avoid the Cream of Wheat, which is unprofitable even when sol price. In choosing a subst should under no circu select something that is infer Cream of Wheat. If he doing that, the problem of inating in quality will never He should select something is the equal and if possible

of Cream of Wheat and he
n sell it with a clear con-
and without feeling that he
iminating against his cus-

im do the same toward every
ed brand that has become
able and cannot be made
le again, and he helps him-
iout hurting his customer.

Unique Promissory Note.

tarles L. Run, the enterprising
of the Hot Springs (Ark.)
erchants' Association, has de-
romissory note for bad debtors
Mr. Run believes that it in-
trong moral obligation, as well
one, and he therefore expects
ults. In a recent issue a sys-
llection letters devised by Mr.
reproduced. The promissory
s the following:—

giving this note because I
my rating to show that I
iest and do not want to be

eby agree to apply all my
s more than actual living ex-
upon this note, weekly,
or according to the way I
my compensation, until this
paid in full.
lize that I cannot borrow
from the banks on my own
ierefore I hereby agree to
rest monthly at the rate of
ent. per annum on this note
I am forcing my creditors
my accounts.

I realize that I have been extended credit upon my honor, and now I will in this way prove my honesty and appreciation of having been trusted.

I appreciate the merchants keeping a record of people who are making an honest and unquestionable effort to take care of their obligations.

I realize that when my creditor sends a statement of a collector the second time and does not get the money, he is paying for promises; therefore, I agree to report to the Merchants' Association office not less than once each month, by phone, letter or in person.

It is understood that all the above obligations are subject to the provision that I will meet them if possible.

Pennsylvania Organization Notes.

Mr. Smedley addressed the Booster Club of Lewisburg on April 26th. This is an association of the live-wire business men of the town. The meeting was held at the headquarters of the Royal Arcanum and was well attended. President Darlington introduced the speaker. Addresses were also made by District Attorney Steninger, O. P. Miller and others. A further meeting will be held in the near future, to which the farmers of the territory will be invited.

* * *

Mr. Smedley addressed a well-attended meeting of the Watsontown business men on April 27th. The meeting was held in the Opera House. President Taggart presided. Sixteen members of the Sunbury Association were present. Addresses were made by Ely Bion, Prof. Mosser, J. G. Yarnall and Dr. Brown, of Sunbury, and W. F. Shayd, L. L. Lewis and Rev. Dr. DeLong, of Watsontown.

Watsontown is a thriving community and its business people understand the meaning of "co-operation."

* * *

Williamsport merchants are protesting vigorously at the action of the city government in increasing the occupation tax fully 50 per cent. This tax is in addition to the present State Mercantile Tax Law. A mass meeting was held on April 28th to decide what action should be taken to have the action of Councils revoked.

* * *

The Muncy Association aided materially in the movement which has given the town a splendid playground. The association also presented to the town a bronze fountain, which has been placed in the public square.

* * *

Mr. Smedley has engagements to speak at Montrose, Wilkes-Barre, New Castle, Meadville, Scranton, Reading, Harrisburg, Lancaster, Pottsville and Williamsport.

* * *

The Sunbury Association is arranging for two "get-acquainted" trips. Automobiles will be used.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

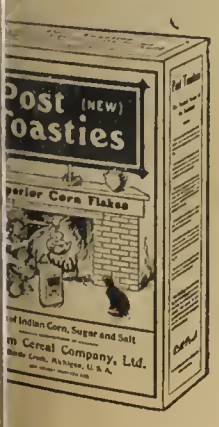
DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Play the Sure Winner

Are you stocked and ready to get your share the good business this season on

New Post Toasties



Heavy advertising, sampling, demonstrating, etc., create demand; unequaled quality holds it steady, and Good Profit makes the business attractive.

You can't lose, because our **Guarantee of Sale** absolutely protects every dealer.

Postum Cereal Co., Ltd., Battle Creek, Mich.

See How the Jewelry Schemers Work

Kicked Out of Court When They Try to Sue on One of the Promissory Notes They Are Accustomed to Get From Retailers. Passed the Notes to Another Concern, Which Appears as Plaintiff. Court Says They Were Apparently Two Birds of a Feather.

The "Modern Merchant and Grocery World" has devoted considerable attention in the past to the jewelry scheme concerns who send salesmen about the country selling assortments of jewelry to grocers, general storekeepers, druggists and almost anybody, and which are usually pure fakes. Their talking points are the pulling power of the case of jewelry, the increase in business that will result, and a promise to buy back what is left of the assortment at the end of the year.

As a rule the jewelry is trash. The nigger in the woodpile is the habit of these concerns to get retailers who are roped in to sign promissory notes for the full price. These are promptly assigned to an *innocent* third party for value recieved, who starts suit to collect them when they mature, and can usually collect them, because the law is that a defense which the retailer might have put up if the jewelry concern had itself held the note and sued on it, cannot be put up when a third party sues on it.

A great many times, however, when some retailer refuses to pay his notes on the ground that the jewelry was worthless and the whole scheme a fake, the figurehead who sued on the note gets what he deserved and is kicked out of court. Somebody has sent this paper the report of such a case which was decided only a few days ago. Fondren & Moore, retailers of Kensett, Ark., were induced by the "National Novelty Import Co." of St. Louis, a scheme jewelry concern, to sign up for its scheme and of course the notes were signed also. The scheme was to cost $296, and there were five notes. The National Novelty Import Co. at once passed the notes over to the "Metropolitan Discount Co." of St. Louis, whose business was that of "dealer in commercial paper." About this time, Fondren & Moore discovered that the jewelry was absolute trash, and when the first note came due they refused to pay it. The "Metropolitan Discount Co." entered suit, but the jury said the retailers had been faked and need not pay. There was an appeal, but the verdict of the jury was upheld. The court's opinion gives some interesting glimpses into the way in which these jewelry schemers work:—

> The plaintiff (Metropolitan Discount Co.) introduced two witnesses, one the manager of the National Novelty Import Co., and the other the manager of the discount company. The testimony of both of these witnesses tended to show that the paper, which forms the basis of this suit, was sold to plaintiff in good faith and for value received without any information as to any defenses against it. The testimony of each of the witnesses shows that the two corporations were entirely independent of each other, and that the two corporations had no stockholders or officers in common. There are circumstances, however, connected with the transaction which we think made it a question for the jury to determine, whether or not the plaintiff purchased this paper in good faith and without any knowledge or information concerning the defenses against it. Mr. Scott, the manager of plaintiff company, shows in his testimony a considerable familiarity with the business methods of the National Novelty Import Co. It appears from his testimony and that of the other witnesses that the National Novelty Import Co. sold most of its commercial paper to the plaintiff, and the two corporations had been doing business in that way for several years. The testimony also shows that a considerable amount of paper was sold to other concerns. In fact, it appears from the testimony that it was a feature of their business to turn loose all of their commercial paper as fast as they took it in, selling it to those who were engaged in the purchase of such paper.
>
> Now, the testimony of the defendants is that this jewelry was absolutely worthless, and the jury were warranted in drawing the inference that the National Novelty Import Co. was engaged in the business of selling worthless jewelry, which the purchaser could not be forced to pay for, and in selling the paper representing the purchase price to other concerns. The familiarity of plaintiff's manager with the methods pursued by the National Novelty Import Co. in conducting its business makes it a question for the jury to determine whether or not the plaintiff company had any intimation that there were defenses against the collection of the commercial paper taken by the National Novelty Import Co. for the price of the worthless jewelry which was sold from time to time. In other words, since it appears that the business of the National Novelty Import Co. was that of selling worthless jewelry, those concerns, which were familiar with its methods of business, must have known that there were defenses against the paper which it was taking in due course of that business. We cannot, therefore, say that there was no testimony at all in support of the finding that the plaintiff was not an innocent purchaser. That is the only question argued here. Judgment affirmed.

The New York Letter

Present State of the Law as to Manufacturers Controlling Resale Prices on Trademarked Products. What Can and What Cannot Be Done Under Present Law. Hearing Coming Week to Fix Condensed Milk Standards. Brooklyn Retailers' Association Pursues Certain Packer for Selling Consumers, But is Apparently Convinced That the Charge Was Untrue. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, May 5, 1916.

The Brooklyn Retail Grocers' Association has been going after Libby, McNeill & Libby, Armour & Co., and Swift & Co. on a complaint that these three firms were doing a retail business, selling consumers direct. At the last meeting of the association letters from all of the firms named were read denying the charge absolutely. Libby, McNeill & Libby did admit selling a consumer in one case, but said this was an inadvertence, and had been stopped some time ago. After reading the letters, Secretary Lohman expressed the opinion that he was convinced that they were true and that the association should be satisfied with them.

* * *

The American Fair Trade League has issued this week a most interesting brief compiled by its counsel covering "Legal Status of the Maintenance of Uniform Resale Prices." The brief goes into all phases of the plan to enable the manufacturer to control the wholesale and retail selling price, and shows what the present condition of the law is, not only in the United States courts, but in the State courts. It discusses plan of accomplishing the sult; the plan of accomplis printing a notice on the ing the resale price; plan business up with contract at certain prices; the pla enting and copywriting o uct, and so on. The follo clusions are reached:—

> From the foregoing stat the law, these proposition seem to be established:—
>
> 1. The so-called "Rebat has been upheld in the f in which it has been attac the authority of those weakened by the later Court decisions on the le standard price agreements a single manufacturer and tomers.
>
> 2. The Supreme Court United States has held a s contracts between a produ a large number of whole retail dealers fixing the resa of an article not protected right or letters patent to b reasonable, and therefore restraint of trade both at law and under the Sherm and such contracts are there enforceable in the Federal The Appellate Courts of States have sustained such c Calling the dealers agents avail the manufacturer w transaction is a sale as distin from a bailment.
>
> 3. The holder of a patent right may by contract with mediate vendees control th on which they shall resell tected article; but this ca accomplished by a mere Whether a patentee may contract with retailers who through jobbers, has not b cided. That sub-vendees ha contract with the producer bound by a resale price no tached to the patented o righted article, has been de
>
> 4. A manufacturer may refuse to sell his product one for any reason or for son; and he may notify t of his decision and request tomers not to supply his a the person with whom he to deal, in the absence of ercion or threats upon the if they choose to deal with desirable trader.

* * *

The Joint Committee on tions and Standards repr the Department of Agricul Association of Official Agri Chemists and the Associ American Dairy, Food an Officials, has announced th will be held in this city on and 10th a hearing to di proper standards for c milk and other milk prod persons interested are inv tend. The hearing is to b the convenience of interest in this city and New Eng will be held at 10 A. M. in of the United States D Drug Inspection Laborato

(Continued on page 1:)

Don't say that the more a manufacturer advertises his product the more you'll have to pay for it. That was long ago exploded.

The truthful thing to say—and to tell your customers—is that the more a manufacturer advertises, the bigger his bet on the quality of his product.

THE ABOVE IS THE ADVERTISEMENT OF

es B. Knox Company, "Knox Gelatine"
ell & Rhines, "Criss Cross Cereals"
cher & Co., "Hotel Astor Coffee and Rice"
r M. Lowney Company, "Lowney's
coa and Chocolate"
Welch Grape Juice Company, "Welch's
ape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

An Answer to the Inquiry About "Snow Cap" Salmon.

Coatesville, Pa., May 1, 1916.

To the Editor.

Dear Sir:—"Snow Cap" salmon can be purchased from Carl Wilde, 357 N. Second street, Philadelphia.

Yours truly,
PENNEGAR BROS.

This is an answer to Mrs. H. Baurethet, 400 Chestnut street, Reading, Pa., who sent in the above inquiry last week.

* * *

As to Apple Prices.

Wachapreague, W. Va.,
May 5, 1916.

To the Editor.

Dear Sir:—I have noted the Washington article on pushing apple sales. Have you any way of finding dealers from whom lowest prices may be had on box apples? Some time since, I could buy good apples at $1.40 to $1.60, but box dealers are now asking $2.10 to $2.30. I have just gotten a box of 130 apples so can't sell at 2 cents, as we always have to make some leeway for perishable goods. At two for 5 cents they are too high to sell, so at these prices merchants can't sell many.

Please investigate and oblige,
Yours respectfully,
A. H. G. MEARS.

We have found no reason why you should have been charged an advance for box apples; the tendency of the market has been down rather than up. William Weinert & Co., Second and Dock streets, Philadelphia, quoted us on Friday last a price of $1 to $2 on box apples. Are you buying from the right people?

* * *

From the Promoter of the Newest Co-operative Buying Scheme.

Philadelphia, April 29, 1916.

To the Editor.

Dear Sir:—I take pleasure in writing you personally. Your write-up has been called to my attention. The project has not succeeded. It was first conceived of three years ago when I traveled for a large wholesale coffee and tea house of this city. Of one hundred letters sent out we received three favorable replies, to whom I am writing to-day. Your write-up may be the reason for this. There is a principle which is a bar against all progress, which is proof against all argument and cannot fail to keep a man in everlasting ignorance. This principle is unreasoning prejudice prior to investigation.

In view of the pointed inference made by you, let me say I am a Philadelphian, for years with the Central National Bank and with Edward V. Kane & Co. of Philadelphia. Enclosed find one of the other things in which I am interested.

Closing, I beg to remain,
Sincerely yours,
DE ARMOND LINDES.

This refers to the co-operative buying scheme which recently started to do business in Philadelphia under the name of the "Interstate Agency and Exchange." It seems to be almost stillborn.

* * *

Who Wants a Good Man?

————, Pa., May 2, 1916.

To the Editor.

Dear Sir:—I am not in business at present, having had considerable sickness last year; seven and a half months of inflammatory rheumatism myself, two boys following each other for operations at the City Hospital and my wife later, with all the care, lost her hearing for ten weeks. Less than half time worked at the mills and collieries, and my business principally run on a credit basis, finally forced me out of business. We are all fully recovered and I am in No. 1 condition presently and am seeking a good position as manager of a general store or grocery. I have had experience in general merchandise over twenty-five years and am 46 years (or medium age); married; my oldest son, Harry, manager for one of the Thomas Coal Co., West Virginia, since January 1st, and doing fine. A girl 21 years old, cashier, etc., in the Bergsman Department Store; a boy 14 and my baby, a girl, eleven years of age. I have charge of the music at one of the prominent churches in the city and may be of some use where such is needed, as my family are all musically inclined. Although here all my life nearly, if a good opportunity presents itself I will give it due and proper consideration. I had been six and a half years, previous to going into business, assistant manager to four stores under the same company until they sold out entirely—mines and stores—to another coal company, who immediately did away with the company stores. These four stores did a business of about $22,000 per month, and by careful watching had monthly only about 1 per cent. losses. I speak English and Welsh fluently and know the foreign names of merchandise. I can furnish the very best of references, as my standing you can judge by the enclosed item. If you know of any firm or corporation that is or may be in need of such as I, I will be pleased to hear from you or them.

Very respectfully,
* * *

Any answers to this letter may be sent to the "Modern Merchant and Grocery World's" office, when they will be forwarded to the writer.

* * *

"Dope" on Meeting Chain Stores.

Milltown, N. J., May 2, 1916.

To the Editor.

Dear Sir:—Give us some good dope on how to fight the A. & P. stores or any other such places. Give it to us in the paper. I have had a stamp made and will change the reading often. The first one you will find on the top of this sheet. I stamp it on all my customers' slips.

Yours,
FRANK G. BOYCE.

The stamp Mr. Boyce refers to is indented into the paper and reads as follows:—

WE GIVE DELIVERY
WE GIVE S. & H. STAMPS
WE GIVE LIBERAL CREDIT
THE EMPIRE GROCERY

Mr. Boyce gives us a large order when he asks for "some dope on how to fight the A. & P. stores," etc., and yet it is not a very complicated question. The A. & P. and similar stores become formidable only when they sell cheap. The way to meet them is of course to sell as cheap as they sell, or if you can't do that, to make your customer glad to pay the higher price to you. This is the whole subject right in a nutshell. Of course when you deliver and do all those other things, you can't expect to meet the prices of concerns that do none of them. You may, however, render such delightful and satisfactory service—this is really the way to meet A. & P. stores—that a customer will prefer to deal even at a slightly higher

The A. & P. Co.'s we are personality and servic

* * *

As to Jobbers Selling Co

Manheim, Pa.,
April 27

To the Editor.

Dear Sir:—Do M. Ei Sons, Barber & Perkins, ney, all wholesale cash g Philadelphia, ever sell goo vidual consumers, restau boarding houses? I a reader of your journal a told they were reported journal for doing such bus

Thanking you in advan main,

Yours respectfully
E. E. K

Several subscribers hav this office that Eiseman were selling consumers, have never heard that the jobbing concerns named w to selling boarding houses taurants, we believe all job sell them, if the orders a enough.

Dayton Moneyweight Sc
S. M. TEMPLETON
1313 Arch Street, Philadelphi
District Sales Manager

Read The Advertising
for new and practical advertising ideas lines of trade. Its dictionary of head ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1.00
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Colum

The Reputation and Stan
Walter Baker & Cocoa and Choc Preparations

Registered, U. S. Pat. Off.

Have been buil years of fair de honest manufa an unwavering of maintaini high quality goods and by sive and pers advertising.
This means f grocer a stead increasing d from satisfied customers, in th run by far the most profitable

The genuine Baker's Cocoa and Chocolate have this trade-mar the package and are made only

WALTER BAKER & CO
Established 1780 Dorchester,

ed.

buting Goods by the mon Method Does Not st a Lot of Money.

Contributor Says It Cost Cent Per Case to Sell Soap gh Salesmen.

ress has handed down the after a thorough investiga- t the common plan of dis- n, from wholesaler to re- d retailer to consumer, was t economical plan of distri- nown by the civilized world. ent talk before the Grand ommercial Club I spoke of that by actual test of the n, that a specialty sales- inst whom there is so much had sold soap for a whole d his over-head expense enormous sum of one cent ! A man of my personal ance has the opinion handed the company for whom he that his over-head expense hese years was an average nd one-half cent per box. elected Congressman was dience where I spoke and ds said, "These things are believe." This opens up field of operation. ublicity bureau should be supply Congressmen and rs everywhere with the information as to the expense of the present commercial operation and e much the false notions udice against the common listribution, which stigma hurled at us by the mail- uses.

W. C. ELLIOTT.

City, Neb.,
May 5, 1916.

NEW YORK LETTER

(Continued from page 8.)

praiser's Stores, Christo- Washington streets.

ARIZED MARKET CON- DITIONS.

iet but the entire line is full prices. The outlook teas is firm.—Coffee fu- e shown considerable fluc- first declining, but closing somewhat firmer. Spot unchanged from a week quiet demand. This ap- Brazils, Milds, Java and nd the entire line.—Sugar very firm, although the sale of half a million tons of Java sugar for a little while softened the market. Raw is now quoted up to 6.64, and refined up to 7.75, and granulated up to 7.75.—Prunes still tending upward and considerably unsettled on account of prospective short crop. Raisins firm; other dried fruits quiet and unchanged.—Canned fruits quiet and unchanged. Canned tomatoes steady to firm; moderate demand. Balance of the canned vegetable line in fair demand at unchanged prices.—Salmon strong and active, but unchanged in price. Sardines, both domestic and imported, firm.—Wheat closes week somewhat lower.—Flour unchanged from last week.

The Legal Department.

Elmira, N. Y., April 4, 1916.
To the Editor.

Dear Sir:—To me your Legal Department is one of the most interesting parts of your paper and must be a help to all merchants.

Yours respectfully,
F. W. MEDDAUGH.

* * *

Rochester, N. Y., April 22, 1916.
To the Editor.

Dear Sir:—We find the weekly Legal Department, in which have appeared discussions of legal problems, very helpful. Have used it a few times myself. But often have seen questions asked and answered for other people which was a great help. There is one in April 3d as to whether a grocer could take shelving, etc., with him when moving. I, for one, have appreciated the weekly Legal Department.

Thanking you for your real service in that department, I am,

Yours truly,
LESLIE H. KNOX.

* * *

Ceres, Va., April 6, 1916.
To the Editor.

Dear Sir:—In April 3d number you asked your readers if they had been helped by the Legal Department. I have for one. I have found from time to time answers to important things, and know I could have saved trouble and worry, also quite a bit of cash if I had asked you for advice. It will pay any merchant to read the "Modern Merchant and Grocery World."

Yours sincerely,
F. A. CRABTREE.

SUN-MAID RAISINS
The Nationally Advertised Brand
California Associated Raisin Co.
Membership 6,000 Growers
Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St., New York

"S. & H." Green Stamps
Hamilton COUPONS
The Sperry Magazine
THE TRIPLE APPEAL

¶ JUST remember that every S. & H. Stamp given over your counter registers a sale and S. & H. Premiums in the homes of your customers are a daily recommendation of your store—the way to Hold Your Trade!

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service

The Grocery Markets

Tea.

The tea market shows no change from a week ago. Business is good in almost all lines and prices are unchanged, being steady to firm on the entire line. Importers of tea in this country are expecting to pay 2 or 3 cents a pound more on teas next season, largely by reason of the higher freights. In addition to that silver is very much higher in China than usual, and these two factors operating in combination are expected to advance prices generally. The consumptive demand for tea is fair.

Coffee.

The coffee option market has been the subject of considerable speculation during the week, and values were easier than they were a week ago, but later in the week options stiffened up again. Actual coffee, however, has not changed; all grades of Rio and Santos are in quiet demand at precisely the same price as a week ago. Milds are unchanged, the entire line being steady. Java and Mocha unchanged and dull.

Sugar.

The sugar market is very strong and high. Raws have advanced again, until quotation is now 6.64. Granulated is still being quoted at around 7½ to 7¾. The consumptive demand for refined sugar is fair. The only important development of the week was the sale to American refiners of 500,000 tons of Java sugar. This sold at a high price very close to current quotations, and it will not be available until August, therefore it does not have a direct effect upon the market, but is nevertheless being discounted to some extent.

Syrup and Molasses.

Glucose remains unchanged at the advance noted last week. Compound syrup is dull at ruling quotations. Sugar syrup and molasses are both comparatively high but quiet.

Fish.

Handlers of mackerel are expecting some new domestic fish around the first of June, and are, therefore, a little more anxious to clean up their remaining stocks of old mackerel. The remaining stocks, however, are so light that this did not make any particular slump in the market. Buyers are merely a little more ready to sell than they have been. Prices on Norway mackerel are about as they were a week ago. Cod, hake and haddock are over their season and are practically out of the market anyway. Domestic sardines of the new pack are beginning to be available, at ruling quotations. Imported sardines still very scarce and high.

Canned Goods.

Tomatoes are unchanged on last week's basis. The demand has been better in the West than in the East. Futures are firmer and almost all packers are asking 82½ cents in a large way f. o. b. Corn is in strong position, although prices show no change from a week ago. Future corn is also strong and packers are here and there withdrawing from the market. Peas are unchanged and dull. Apples ruling at low prices and dull. California canned goods show no change and in light demand. Small Eastern staple canned goods in seasonable demand at unchanged prices.

Beans and Peas.

Pea beans are working up and, to come forward, the quotation in a large way is $4.15 per bushel. Some spot holders are underselling the market about 15 cents. Marrows are unchanged and quiet. California limas, green and Scotch peas are all unchanged and dull.

Dried Fruits.

There seems to be no reason to doubt reports of the short prune crop. Some authorities are predicting about one-half of last year's crop, while others say it will be about 60 or 70 per cent. Everybody seems to agree that there will be some shortage. If the crop is about one-half of last year's, it will be no more than this country can consume, and the rivalry between foreign and domestic buyers will almost certainly keep prices up. The market is about ½ cent higher than last week and the outlook is strong. Peaches and apricots are unchanged and dull. Raisins on spot are quiet and in seasonable demand. A considerable quantity of new raisins have been sold so far at the opening prices, but without any price being named and without any provision that the sale is subject to the approval of the price. Currants and other dried fruits are dull and unchanged.

Butter.

There is an active demand for all grades of butter. Receipts are increasing, but the demand is also increasing, though not enough to prevent a further decline of 1 cent during the week. A steady increase in the make is likely from now on, accompanied by at least one additional slight decline in the near future.

Eggs.

Eggs are unchanged and in good demand, both for consumption and storage. The quantity is running average high, and the entire situation is healthy on the present basis. While the quality remains as good as it is now, and the demand as active, there will probably be little or no change.

Cheese.

The market for old cheese is firm at an advance of about ¼ cent; consumptive demand is good. New cheese is steady at a price that is now about only 1 cent per pound under the price of old. The supply of new cheese will increase from now on, but as long as the demand for export continues as good as it is now, there will probably not be very much decline.

Provisions.

There is an active consumptive demand for all grades of smoked meats and prices are about as they were a week ago. Pure lard is firm at an advance of ½ cent and a good consumptive demand is reported. The supplies are reported light. Compound lard is also firm at an advance of ¼ cent. Barreled pork, canned meats and dried beef are all quiet and unchanged.

INDIVIDUAL MARKET REPORTS.

Rice.

The demand for the week as a whole has been fairly active, and a better tone is apparent, in that local and out-of-town buyers are showing more interest in the offerings, and the general trade outlook is steadily improving. The incoming receipts are moderate, and as a result, prices are firmly held, with hardening tone on all desirable offerings, both Honduras and Blue Rose, the latter inciting renewed interest on account of reported scarcity and rapidly advancing prices.

Advices from the South along the Atlantic coast report marked improvement over last week, owing to the fact that the trade is beginning to realize the rapid advance in all grades deavoring to protect themse ahead as possible. Due t vanced basis on Blue Rose dicted that Carolinas will be out more freely.

At New Orleans Blue Ros in active demand, prices st der light offerings. This a said of broken rices. Hond tracting attention from the tr eral and large sales have through at higher prices. tinue very scarce.

In the Interior, Southwest Texas and Arkansas, the mil ing their remaining stocks and several claim they are e out of all grades. What remains in farmers' hands unusually high figures.

D. TALMAGE'S
New York and New Orlea

Evaporated Apples,

There has been very little local evaporated apple mark past week. Some jobbing coming in, for which the paying full market prices. Jo ers have also been buyers of for fall delivery. Both expo and speculative demand hav sent for some time.

Spot prime apples are quot to 5½ cents per pound, f. o pound boxes. Choice ½ pound higher. New crop brought 5¾ to 6 cents. C cents, f. o. b.

C.
Rochester, N. Y.

Wheat.

In our letter of April 1st attention to the importance o an eye upon the great grain province of Saskatchewan, year raised more than one-ha ada's crop and almost one-si entire wheat production America. The Saskatchewa ment of Agriculture has re sued a statement showing tha this year will be not more tha acres, as against 6,884,000 a vested last year. Here is a in area of more than 27 Lack of fall plowing and of gether with adverse weathe tions, are responsible for this crease. You will recall that plowing in Canada was but cent., as against 79 per cent. ceding year, which resulted in crop of 365,000,000 bushels. believe that with the scarcity and the adverse weather condi Canadian area will be fully 20 less than last year.

For similar reasons there be a great shrinkage in the North Dakota and Minneso "Price Current" estimates the these two States at 3,000,000 a in addition estimates the los winter wheat area at 4,500,000 a

The Chamber of Commerce United States, recently me Washington, D. C., reports winter wheat crop in the Unit will be below the ten-year ave proximately one-third less than of 1915, or about 450,000,000 b against 655,000,000 harvested and 685,000,000 bushels harv 1914.

The question the trade is "Will the forthcoming Govern port, which will be issued corroborate the many private r abandoned area?" We must r that the change in the par yie bushels per acre on April 1st t May 1st will allow for an a area of 3,405,000 acres without ing the percentage condition per cent.

The "visible supply" in the States and Canada is decreas

000 bushels last week, as against) the preceding week. There is ,437,000 bushels, as against 42,- bushels a year ago, and with the of navigation the stock in Can- uld decrease at a rapid rate. eekly shipments from Argen- Australia are already declin- ee weeks ago these two coun- pped 5,892,000 bushels and this y 3,776,000 bushels. As it takes nths for a steamer to make a ip from Australia, it is pro- buy and store the wheat and he present requirements from where two cargoes can be ed in the same length of time. at market will mark time until rnment report is issued, and if remaining under cultivation is 2,000,000 acres and the condi- more than 75 per cent., we will higher prices. The American a shrewd trader, and when he convinced that the 1916 crop small one, he will carry his ver to the next crop. is gaining friends every day, it not for the strained political there would have been large t buying. We may say in con- at the largest buyers are now contracts, evidently believing e are more chances favoring ce than a decline. Waiting st nickel in making purchases nes expensive business.

SHANE BROS. & WILSON CO.
lphia, Pa.

—

Salmon.

ur market report of February ave had further inquiry for d small inquiry from Ameri- ls. As the coming year is a year for salmon generally, ain bullish effect on the spot This is a short pack year on Pinks do not run on Puget aska being the only source of he tremendous export buying, n ever before, the past sixty left the situation very bare

k of pinks in 1914 and 1915 stern Alaska was large, and ot be surprising to have it this year, in which event we 1 pinks. nately 2,000,000 cases will be red Alaska, 2,000,000 with ks, and allowing for normal hinooks, sockeyes and Kings, sonably be expected to reach 2,000,000 cases, which brings up to 6,000,000. This would ,000 cases cans to be filled chums or an increased pack

BRADY & CO.
Vash.

—

n Grocery Specialties.

of reports circulated to the e can still assert that ship- nported Italian olive oil are his country regularly, prac- very steamer, and we have agents in Italy advising us look for continued regular The finest grades of edible ve become very scarce, and igher in price. Adding to er enormous advance in the an exchange during the last it will readily be seen that Italian olive oil must be if Italian exchange continues prices must continue to s, the demand for real fine oil is very good, and is daily. The enormous and high prices for cottonseed d to make imported olive article, more desirable and nand. hich is still in good condi- ly out of the market. Some Louisiana fresh garlic have they are in such poor con- dition and so fresh that they must be sold immediately. Otherwise they would spoil. Some shipments of new Mexican garlic are expected to arrive before long, and they are likely to find this market entirely bare.

STROHMEYER & ARPE CO.
New York.

—

Sugar.

Refined Sugar.—The market has ruled strong, active and higher again in sympathy with the strong raw sugar market, and being influenced by large export buying and further inquiries at above our domestic basis. The demand for refined increased basis 7.40 cents and shortly after noon on Thursday Franklin, American, Howell and Arbuckle advanced their price to basis 7.50 cents, regular terms. Federal advanced their price to basis 7.75 cents at 3 o'clock Thursday. Later Warner advanced to basis 7.75 cents. All refiners immediately became firm at the advance. Quite some business has been entered at basis 7.50 cents. Further advances are looked for. We look for a much increased withdrawal demand as the consumption will gradually become heavier from day to day as the season advances and better weather conditions prevail. We think it advisable to order well ahead of immediate requirements and to carry better stocks in store. Shipments from Philadelphia in most cases can be made immediately.

Raw Sugar.—The market has ruled very strong again, with holders generally asking higher prices. Large purchases for European account of both raws and refined at full and higher prices influenced the market, which closes very strong in all positions.

Sale reported Thursday, 10,000 bags Cubas for May shipment at equal 6.52 cents, and 10,000 bags Cubas for June shipment at equal 6.65 cents, duty paid to operators. Sale also reported cargo San Domingos for May shipment at equal 6.56 cents, c. i. f. Philadelphia for Canada. The exchange market has ruled slightly easier to-day upon heavy realizing. Closing quotations as follows: May, 5.54 cents; June, 5.60 cents; July, 5.65 cents; August, 5.67 cents; September, 5.69 cents.

J. H. HUSTON CO., INC.
Philadelphia, Pa.

—

Imported Fish Specialties.

We can report only a regular hand-to-mouth demand for all kinds of salt fish, except for Norway mackerel which are in better demand and rather firmer in price, as supplies are getting short.

Imported Sardines.—French, as well as Portuguese and Norwegian, are all in scant supply, prices continue as high as ever, arrivals are very small, demand may be called fair, considering the enormous prices which are asked for these goods, and we cannot look for a change in this situation until European markets become more normal. As long as the countries now at war continue to buy whatever is offered, and whatever is packed of imported sardines, principally from Norway at whatever prices the packers choose to ask for them, we shall not be able to do a regular and larger business in imported sardines. Strange as it may seem, there are still lots of smoked sardines offered in the various markets of the United States which in price are very much below to-day's importing cost. We are of course obliged to bring over some Norwegian sardines, for which we are compelled to pay the enormous prices which are paid by our competitors in Europe. but to be perfectly frank about it, we find it very difficult to sell these goods in quantities at a price which will yield a profit. The consumption of imported sardines, particularly Norwegian, has certainly fallen off very considerably, owing to the advance in price. Even if the new catch of Norwegian sardines,

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

SO THEY ASK FOR MAPLEINE

because there's nothing quite so good in a "Mapley" flavor.

ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.

CRESCENT MFG. CO.
SEATTLE, WASH.

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

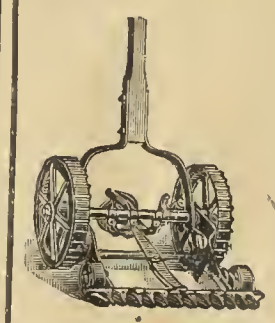
The Philadelphia Electric Co.
Tenth and Chestnut Streets

They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



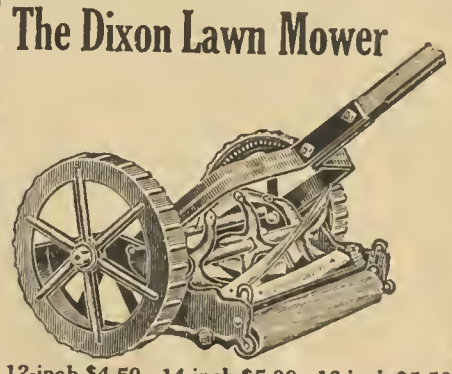
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower hed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

which is going to start very shortly, should be a very big one, there is not much likelihood of seeing lower prices in the near future, because the Norwegian packers have their own troubles in securing tinplate and other materials necessary for canning their products.

The fish business in Norway continues in its abnormal condition. While under ordinary conditions herrings sell in Norway at kr. 15-20 for a fish packed in barrels, the price is now kr. 80, and of this price the fishermen get kr. 50 to kr. 60 a cran, so it is the Norwegian fishermen who are benefited principally by this advance in price. There is no chance of a change in these conditions as long as the war lasts, as Germany and Austria are now buying and taking those herrings without regard to price.

The cod fisheries in Norway have given a very meager result, in fact, the worst result that we recollect, only 1.2 millions of stockfish and 5.1 millions of codfish this season, against 4.1 millions of stockfish and 11.9 millions of codfish last season. No stocks of last season's stockfish are left over in Norway, nor are there any here, so it can be readily seen that the prices for this year's goods will be abnormally high. Naturally, this will restrict the consumption to a certain extent. Most of the codfish is exported in a salted condition to Germany, and Germany's agents are buying up whatever is offered.

STROHMEYER & ARPE CO.
New York.

Spices.

The market continues fairly active, though some little unsettled. Prices, we find, are decidedly steadier this week than during preceding weeks. Foreigr cables all name higher prices than those in effect here. Present values are likely to be maintained over the next two or three weeks and then we expect to see a reaction and higher prices prevail.

Pepper.—There has been considerable trading during the past week at lower prices. The market is now steadier and we believe prices will react and advance slightly.

Red Peppers.—Unchanged in price and in fair demand.

Cloves.—In moderate trade demand. Prices unchanged. Prices, however, for arrival are firmer.

Pimento (Allspice).—Unchanged and without special feature.

Mace.—Firm and in fair demand at generally unchanged prices.

Nutmegs.—In very active demand, with a very firm tone. The visible supply of nutmegs is far short of normal requirements.

Cassias.—Steady in price. There have been some large sales made during the week.

Gingers.—In only fair demand at generally unchanged prices.

Green Ginger Root.—The first importation of this article is likely to arrive before the middle of June. Prices will be very much higher this season, due to higher cost of labor and freight charges.

Tapioca.—Fairly steady and in good demand at generally unchanged prices.

Paprikas.—There have been some large arrivals recently. Prices, however, are unchanged. The Hungarian grade continues out of stock.

Seeds, Herbs, Etc.—Caraway has advanced sharply during the week. Higher prices are probable. Mustards have been fairly active at unchanged prices. Poppy and celery in fair demand. Turmeric is in big demand. Prices steady.

McCORMICK & CO.
Baltimore, Md.

An Interesting Canned Goods Suit.

The cast of Strasbaugh, Silver & Co. against Steward Sanitary Can Co., of Delaware, Maryland and Virginia, recently decided by the Maryland Court of Appeals, contains matters of interest to canners as well as to business men in general. In this case Strasbaugh, Silver & Co. purchased, in their own name, sanitary cans for the Wright Canning Co. The Wright Canning Co., after the purchase of the cans for it, sold for future delivery tomatoes to be packed in the cans so purchased. There was delay in making delivery of the cans and the machine for closing them, and also in the operation of the machine after it arrived. Under all the circumstances, the Wright Canning Co. were not able to fill their future contracts for sanitary tomatoes, and were compelled to go upon the market and buy to fill their orders, at considerably increased prices. In view of the situation, Strasbaugh, Silver & Co. refused to pay the invoice for the car of cans. Suit was brought against them by the Steward Co. to enforce collection, and, by way of defense, Strasbaugh, Silver & Co. set up the losses accruing to the Wright Canning Co. At the trial of the case in the Court of Common Pleas of Baltimore city, the defendants were not permitted to introduce evidence as to the loss suffered by the Wright Canning Co., and the Steward Co. recovered judgment against them. On appeal, the judgment of the lower court was reversed and a new trial awarded. In its opinion, the Court of Appeals said that under the facts of the case Strasbaugh, Silver & Co. were the agents of the Wright Canning Co., and as such could maintain an action brought in their own name to recover damages sustained by their principal in consequence of the breach of the contract, and as they could maintain such an action when instituted by themselves, they could in a suit against them brought upon the contract set up as a defense damages suffered by the Wright Canning Co. It appeared in the evidence that Strasbaugh, Silver & Co. had a contract with the Wright Canning Co., that was in force at the time of the purchase of these cans, by which they were to furnish certain supplies and materials and advance money to said company to be used in the operation of its factory, and the company was to place with the defendants for sale its entire pack of canned goods, and out of the proceeds of the sale they were to reimburse themselves for supplies and money furnished and advanced by them. The court held that where an agent is thus interested, as for commissions or by reason of special property in the subject matter, and the contract in reference thereto is made in his name, it is perfectly competent for him to sue and maintain an action thereon in his own name, as if he were the principal, and if under such circumstances the agent can sue and recover the full measure of damages, there is no reason why, looking to his relation to the transaction, he may not recover the full amount of damages from a breach of the contract. course sues and recovers as tr his principal.

Order Your Shinn's Liquid Now.

This is the season of the ye rennet comes into its own. everybody will soon be turni to make light desserts, etc. Liquid Rennet stands pre-emine different from the others, beca made in a laboratory instead c tory, and is guaranteed to t Liquid rennet, unless extreme taken in its manufacture, is deteriorate.

Shinn's Liquid Rennet does r Something else, it will make curds and whey in from two minutes. Finally, it pays you cent. profit.—Advt.

Men With Sales Abi

We have a few desirable opening men of this type to call on Groce connection with Star Egg Carrier Trays. Sixty-three per cent. o grocers of the country are alread ing Star Equipment. To men proven selling ability we can offe exceedingly interesting propositio

For particulars, apply
STAR EGG CARRIER AND TRAY MFG
1113 Jay Street
ROCHESTER, N. Y., U. S. A

Waste Pape Balers

$12.00

AND UP

Buckeye Baler Company
1029 N. Main St. FINDLAY, O

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILA'A.)

CANNED PEAS

At this time of the year there is always a good demand for Canned Peas, and this year prices are attractive and the quality of last year's packing was exceptionally good; we quote as follows:—

CRUISER BRAND, early June, extra small, sifted, very fine	Per Dozen,		$1.90
CRUISER BRAND, Telephone, sugar, tender and sweet	"	"	1.55
CRUISER BRAND, early June, extras	"	"	1.00
BOYER'S, early June	"	"	.87½
NANTICOKE, early June	"	"	.85
KING ARTHUR, early June	"	"	.80
YALE, early June	"	"	.75
LADY SLIPPER, sugar, Wisconsin	"	"	.75
WILD ROSE, early June	"	"	.70

Any of the above in lots of 5 or 10 cases 2½ cents per dozen less. We advise the purchase of Peas at to-day's prices.

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

Overland

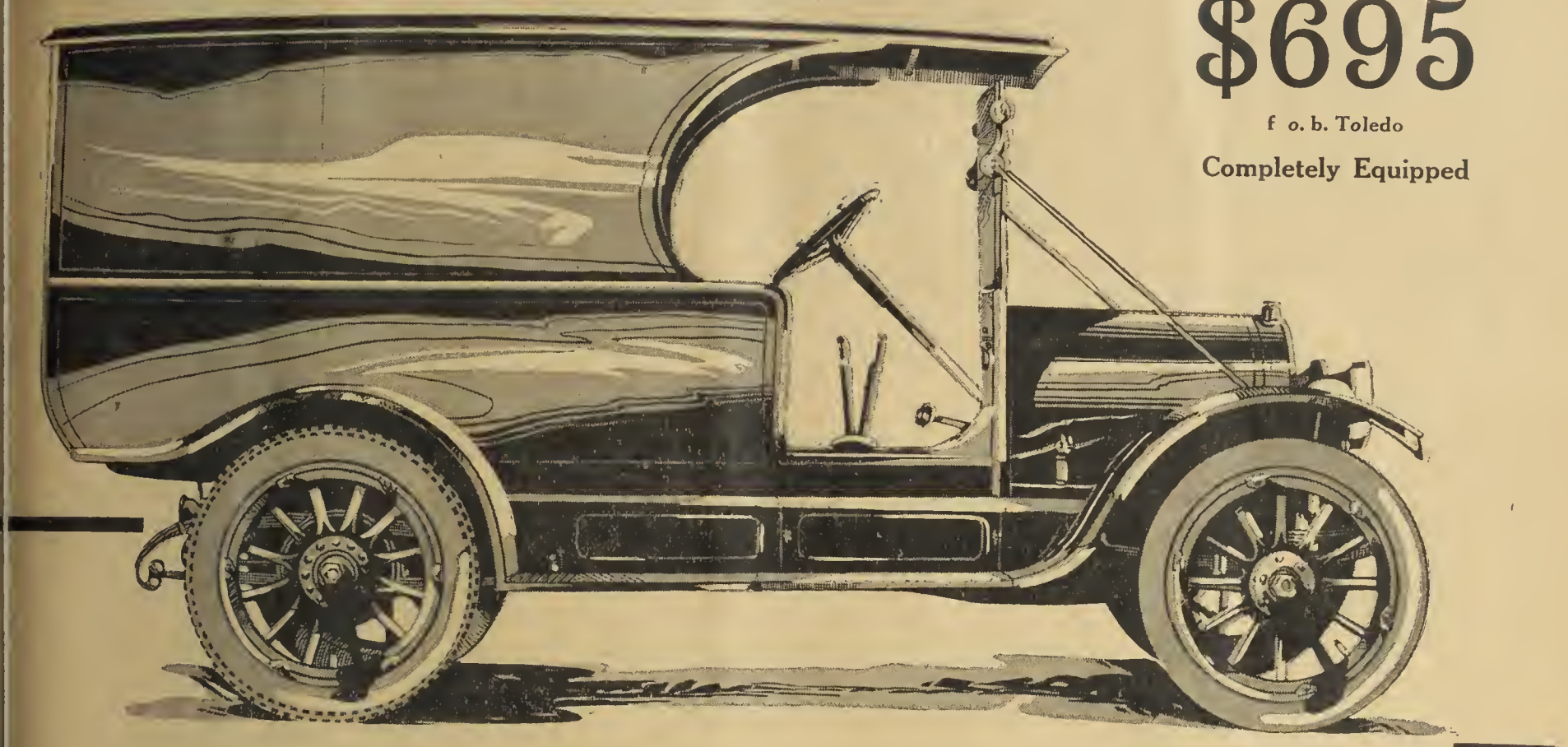
TRADE MARK REG.

MODEL 83-B

$695

f. o. b. Toledo

Completely Equipped



Quicker Grocery Deliveries With This Overland

Hundreds of Grocers are using this Overland Delivery Car because of its *quickness* and *certainty*.

It gets there and back while a horse and wagon is going one way. It is always ready in any kind of weather.

The big, thirty-five horsepower motor is tireless. It guarantees abundant reserve power for hills or bad roads, and operates steadily year in and year out with surprisingly little need of attention.

The roomy enclosed body with windowed rear doors gives you ninety cubic feet of loading space.

Extra long springs and extra large tires reduce road vibrations to a minimum and prevent damage to your merchandise.

Electric starter, electric lights, electric horn, speedometer, ammeter, electrical control buttons on the steering column—all these conveniences and many more come with the car.

Yet the price is only $695.

And you can actually operate this Overland for less than it takes to keep up your horse and wagon—and your delivery effectiveness is doubled.

It will pay you to thoroughly investigate the possibilities that Overland Delivery offers in your business.

Ask our dealer. He'll be glad to show you.

We also supply the Overland Model 75 Screened Side Delivery Car for $595, f. o. b. Toledo.

Catalog on request. Please address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."

Hard Luck.

Here's a bit of a hard luck story. Just goes to show what we're up against in this world.

The moral of it, if you ask me, is not to take any strange salesmen into your buzzom. I suppose I oughtn't to say *any* strange salesmen, because I'm strange myself to some of the fellows I call on. Strange at first anyway. Some salesmen have honest kind of faces—you know right away that they're all right. I've got one of that kind of faces myself, if I do say it as shouldn't. Why only the other day me and one of my customers was talking about that, and he said to me, he said: "Now take your face. I can't think of a face like that being anything but honest. A face like that's got to be *something.*"

Great compliment, I thought that. I bowed and smiled, like I always do when anybody throws a bucket of flowers at me.

And so what I really ought to say is, don't take any strange salesmen into your buzzom unless they've got one of those honest kind of faces so you feel sure of 'em even though you ain't ever seen 'em before.

A customer of mine the other day put his name to an order for a lot of cocoa. A salesman came in his store and handed over his card, representing a New York house. My man had never heard of it before, and he didn't know the salesman. I ain't going to name the New York house, because there's a chance it may be straight. But I am going to name the salesman because I'll take a chance he *ain't* straight. His name was Charles P. Walther. At least that was the name on his card. Between you and me, his real name's more likely to be a number.

They had a free deal on. Little Charles had samples of his stuff and it looked all right. The price was a little less than the price my man had been paying for cocoa and then they had a free deal on—I think half a box with every two boxes.

It looked good and my man signed an order for two boxes.

"Did you keep a copy?" I said.

"No."

"Well why in thunder didn't you?"

"Oh, I don't know. I didn't, that's all."

By and by the stuff came and it was four boxes instead of two. He couldn't sell four boxes of cocoa before it went bad to save his soul. So he wrote the New York house and they wrote back that the order called for four boxes and the free deal was only on four boxes, not on two at all, and it was up to him to take it. He wrote back he wouldn't take it and they said they'd sue him if he didn't, and by the great rhinocerous, they up and did it.

Sent it to a lawyer right in his town.

"Are you sure the order you signed didn't say four boxes?" I asked him.

"I'm sure I only ordered two boxes."

"I know, but are you sure the order didn't say four?"

He had to own up he wasn't, and there you are.

"Have you got a lawyer?" I asked him.

"Sure, I had to pay him $10 right off," he said.

"What does he say?"

"Well, he says that if the order calls for four boxes, they may get judgment against me. I may lose the case. It comes up in court next week or two."

"Did you read the order at all?"

"No; he was busy talking all the time, so I just signed it. I didn't think he was going to cheat me like this."

Ain't it a nice little pickle? Even if he wins the case he's out the $10 that he had to pay his lawyer. And maybe more, because the lawyer won't be satisfied with any little old $10. They've got him coming and they've got him going. If he loses he's in it and if he wins he's in it. Fine!

Ain't it a great world?

Here's the real point. A fellow told me the other day—he's a road man, too—that you could get a lot of retail fellows to sign *anything* if you'd only offer 'em enough. Make the price cheap enough, or offer to throw enough goods in f for nothing, and down g name on the little old c three-quarters of the don't know any more wh signing than the mar moon.

It's pretty, pretty bla true. Too bad, too.

THE ST

Week's Dry Goods Bu

Marshall Field & Co., in t review of the dry goods trad

Wholesale shipments goods for the week are mu than for the correspondin of a year ago.

Road sales for immediat are considerably greater the same period last year, continuing strong for fall

More customers have vi market than during the sa last year.

Collections are normal.

Prices on domestic cott are firm.

The Novelad Sign Co., of nut street, Philadelphia, ha tablished for the purpose of dealers with premiums of al every purpose—aluminum—m This firm will supply also a advertising novelties.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co. Department Food Store, Dover, N. J.

The Knack of Not Talking Back.—It isn't necessary that you allow any one to rub it in, no matter who he may be, but it is necessary to take a deserved calling down like a man. If in checking your work the pound of coffee you put up weighed seventeen ounces, you will hear something. If you didn't repeat the address given you for that order that wasn't delivered, you're in for a sharp call. Some fellows talk back and make a double mess of it.

Never do that. It puts you in bad. Bring your fist down on the counter and say, "Yes sir, that was my carelessness, but I'll wager the price of ten such orders that it won't occur again." Be glad you're with people who follow you up. Respect the manager that's on the job and keeps you there. He's a friend of yours. To be sure, he's ugly at times. But these "times" are fitting you for a better job. Continual back patting will never make you "see yourself as others see you."

* * *

Manners.—"I like that young man who waited on me because he is so polite." That was said to me not two hours ago. What did he do? that customer undivided atte said, "Yes, ma'am," and "N to every question that called ative or affirmative answer. pleasant expression. He wr bundles up neatly and aske he should send them over to t It's all a matter of cultiva manners; and good manner quired by trying to please. I they work wonders. They m They make friends. The fe abrupt and gruff is workin odds. *Practice to please.*

* * *

Time.—Never allow yours "I ain't got time," not becau grammatical, but because it s not a master of time. The t is to make time. Get right job assigned you with both f putter. Don't weight the "ands" till they're a ton. T when they're in the ounce s saying you "have no time" p third class, and third-class fe called upon in emergency ca HAVE TIME. That's the w and carrying that principle make a man of you.

Complete satisfaction. Grocers are pleased with the time saved, trouble eliminated and added profit gained. Housewives are delighted with the convenient and sanitary Tray Delivery and the fact that every egg is delivered sound and unbroken.

Star Egg Carrier Delivery will increase your egg business and more than double your profits. Write for a copy of our booklet 184.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK

NEW LARGE

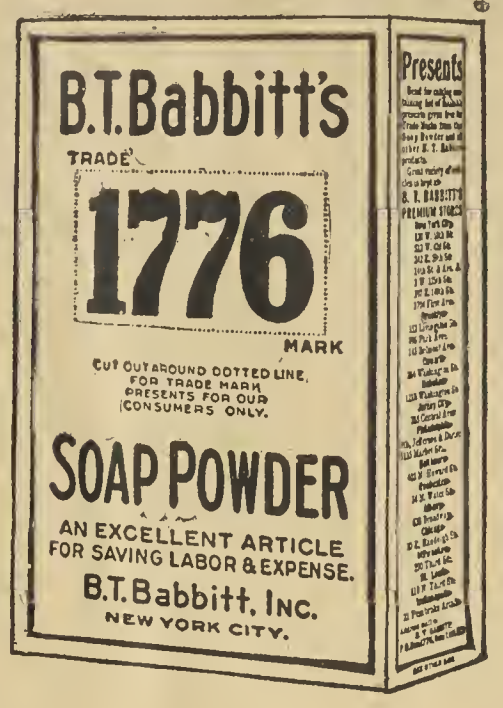
Pound Package

ONLY 5 CENTS

To the Consumer

The New Package of

Babbitt's 1776 Soap Powder



has every feature in its favor to make it the biggest and fastest seller you ever handled. It's a pure soap powder of wonderful cleansing power, and means "Freedom from Drudgery" for the housewife. The big pound package that costs only 5 cents is the biggest moneysworth she can buy, and that pleases her. The Trade Marks are good for beautiful and useful presents. If you'll keep 1776 Soap Powder on display and mention its features to customers, you'll find it easy to put a few packages in every order.

B. T. BABBITT, Inc.

NEW YORK CITY

Bigger Grocery Profits

Your perishable stock is your biggest source of loss through waste and quality deterioration. Yet it can be made the biggest source of profit through proper preservation. This means that your refrigerator and display cases must be scientifically correct. You can stop that waste through spoilage and deterioration—minimize ice charges and turn loss into profit when you install

McCray Grocers' Refrigerators

Their construction is scientific. It provides for a constant, rapid circulation of cold ir through every compartment. All impurities and odors are carried off through ater-sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best gro- . Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and which are already built, arranged for either ice or mechanical refrigerators. Or, desire our expert draughtsman will design a refrigerator to meet your exact needs o conform to any store arrangements.

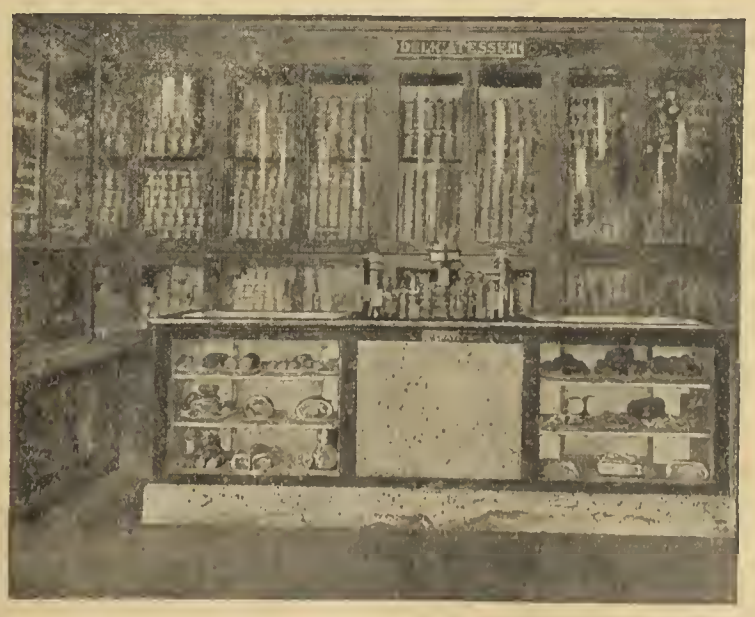
Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

Cray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities



Store of A. M. & J. Solary, New Orleans, Louisiana

No. 362.—A Most Important Decision as to What is Fraud in Selling or Advertising.

In a most important decision which the Supreme Court of the United States handed down a few days ago, a crimp has been put into every business schemer who misrepresents his project, and every advertiser who misrepresents his goods. A principle which is new in the sense that it has never before been elucidated so clearly and so emphatically, has now been laid down by the Supreme Court, and it will undoubtedly influence for good every court in the United States.

The principle in question is this: Where a seller, or an advertiser has misrepresented his goods, it is no defense for him to plead that he gave fair value for the customer's money. In other words, "the $2 shoes that I offered for $1.50 may not have been worth $2, but they were worth $1.50, therefore the buyer got the worth of his money and there was no fraud."

The United States Supreme Court has completely knocked the bottom out of this. The substance of the decision is that if an advertiser or a seller has by false representations led a customer to expect more than a fair value, it is not enough to give fair value. Which after all, is nothing more than common sense, although certain courts have decided the exact contrary. In fact this very decision was an appeal from the United States Court of Florida, which had decided that there was no fraud if the buyer got fair value for his money, no matter what had been promised.

The case which brought this decision was typical and interesting. The New South Farm and Home Company was a land promoting concern which bought a large tract of Florida land and divided it into small 10-acre farms. Much advertising was done in Northern papers and this and the literature sent all over the country painted the desirability of the little farms in glowing colors. Many farms were sold and some of the dissatisfied victims appealed to the Government. The latter, after an investigation, had the leaders in the promoting company arrested for fraudulent use of the mails. The action was brought under the following clause of the Federal laws:—

> Whosoever, having devised any scheme or artifice to defraud, or for obtaining money or property by means of false or fraudulent pretenses, representations or promises, shall for the purpose of executing such scheme or artifice or attempting so to do, place or cause to be placed any letter, circular or advertisement in any post office, to be sent or delivered by the post office establishment of the United States, shall be guilty, etc.

The charge against the land company was that it had misrepresented its proposition in the following respects: possible earnings, steamer service, crops every month, surrounding land improved, water 100 feet down, roads laid, fences laid, school houses and hotels handy, cheap lumber, guaranteed title, telephones, increasing land values, no malaria or insects, high altitude, good drainage. The price of the farms was $30 per acre.

When the land schemers were indicted, they fought the indictment on the ground that nobody had denied that the land was well worth $30 per acre, therefore there was no fraud. This contention the court below upheld. The court said the representations were puffing. "Raising the expectations of the purchaser, but giving that purchaser value received for his money, though not fulfilling those expectations, is not an offense against the law."

This was one of those decisions which make laymen say there is no justice. To me it seemed like false reasoning, and it evidently looked the same to the Supreme Court, to which the case was at once taken.

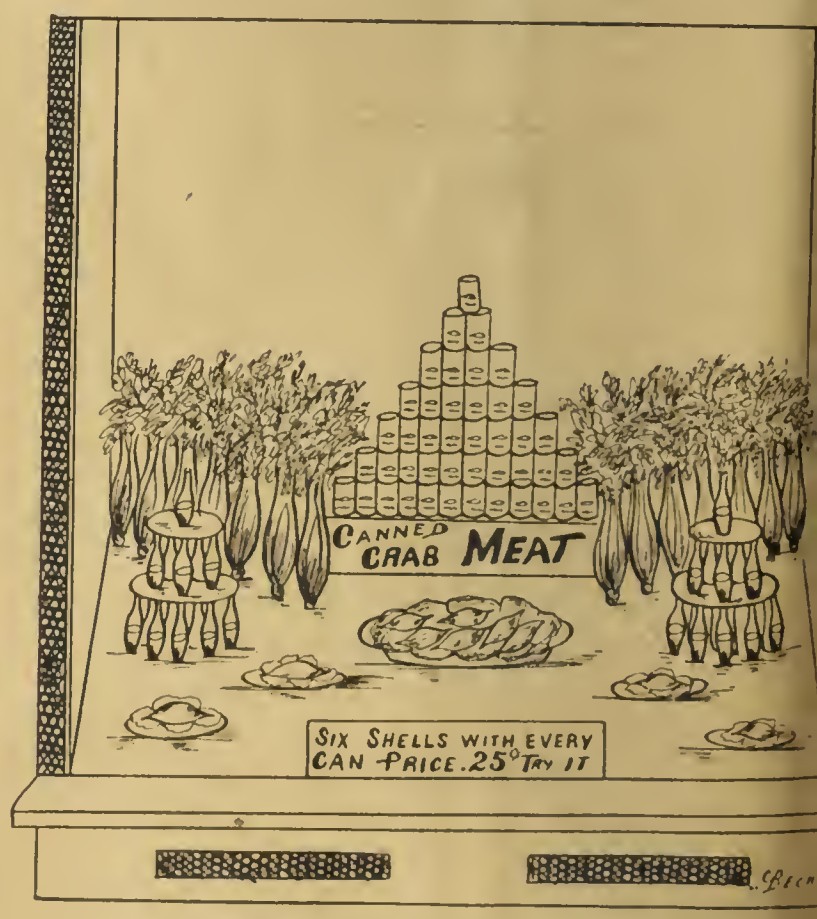
If I offer an article which I say is worth $2, for a dollar, it is a wholly different offer than one to give an article worth $1 for a dollar. And if I make the first offer, and it is accepted, I certainly do not comply with it when I deliver an article worth only $1. And if I offer at $30 an acre a farm which I claim has certain attributes, and somebody, wishing to get those attributes, accepts my offer, tainly not complying wi tract when I deliver a f lacks some of the very which got my offer acce

The principle seen enough and the Supreme versed the Florida Dist with a very brief opinion of which was as follows

> Mere puffing indeed mi within the meaning of th that is, the mere exagg the qualities which the a but when a proposed selle yond that and assigns to qualities which it does no he does not simply magni ion the advantages which invents advantages and serts their existence. He the limits of puffing and false representations and

If the spirit of this adopted by other courts doubtedly will be, it n every dealer who advert silk for 98 cents" must fairly worth $1.50 u usage. It will no longer

Weekly Window Display Suggestio



Canned Crab Meat Display.

This is a very neat display, suggesting deviled crabs, a display very attractive yet easily arranged. First cover the floor of the wi white crepe paper. Directly in front and in the center place an o In back of this place about six shells on a platter containing fre lettuce, and at each side, on small dishes, place one shell. At ea side of the large platter, arrange a pyramid of bottles of catsup. rear and, in the center, place a long box, cover it with the white cr and letter it in black. On this arrange a large pyramid of the can Attach a wire from the outer edge of the box to the rear of the and against this place a row of celery.

1845

n't This Date Tell
ou Something?

is the date **Knight's**
ng Extracts first deco-
rocers' shelves. Time,
d experience combined
dded to the perfection
e goods each year. If
lady or a child is sent
ooking extract without
told to get a certain
hey'll ask for **Knight's**
inct. This name natur-
ntifies itself with fla-
extracts in their minds.
household word and
for the highest standard
llence.

KNIGHT
ing Extract Co.
211 Arch Street
PHILADELPHIA, PA.

to deliver silk worth $1.25 or $1 or 98 cents. Both the letter and the spirit of the offer must be fulfilled.

(Copyright, May, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Welch Monopoly Suit Tried Again and Won.

The case of Frey & Co., Baltimore wholesale grocers, against the Welch Grape Juice Co., brought under the Clayton Act and the Sherman Anti-trust Law—based on the refusal of the grape juice company to supply its product to the jobbing house, which had cut prices from the Welch list—was tried a second time in Baltimore last week and resulted in a victory for the Welch Co. On the first trial in the Federal Court the preceding week, the jury disagreed, though rumor around the trade had it that all but one of the jurors was for dismissing the Frey complaint. The case was submitted on two counts. The first rested on the question of whether or not there existed, in the light of the first clause of the Sherman Anti-trust Law, an agreement, understanding or combination, between the Welch Grape Juice Co. and its jobbing distributors, by which the resale price of its product was fixed; and if such were the fact, whether the grape juice company cut off Frey because he cut the resale price and refused to enter into such illegal combination, agreement or understanding. The second count was under the Clayton Act and referred to the jury the question of whether or not the Welch Co. had discriminated against Frey by returning a certified check accompanying its demand for grape juice in January, 1915, accompanied by a letter in which the company not only refused to sell him at the jobbing price, but offered to let him have goods if he wished them at the retail price. This letter, it was contended by the Welch Co. was simply a polite way of refusing to deal with Frey as a jobber. The Frey Co. has always insisted that it means to test the merits of this case to the finish. It still has two similar cases pending, respectively, against the Beech-Nut Packing Co. and Cudahy & Co., and whether it will rest its fate on the trial of those cases or carry an appeal in the Frey case to the Supreme Court is not yet stated.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

15 Years of Supremacy

in the can-making business is your assurance of quality and durability when you buy

Heekin Heavy Duty Steel Cans

Since 1901 we have manufactured all sorts of cans, pails and tin containers. That our products give satisfaction is best evidenced by the number of concerns who use them.

Illustrated here is our Heavy Duty Steel Can for coffee or crackers—made in two sizes:

For Cracker, 15½ in. x 27¾ in.
For Coffee, 15½ in. x 20¾ in.

Perfectly air-tight, moisture-proof and dust-proof. Will retain all the aroma and goodness of coffee, all the freshness of crackers. Plain lacquered or stenciled with any design.

Send for sample.

The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

"Heekin Can Since 1901"

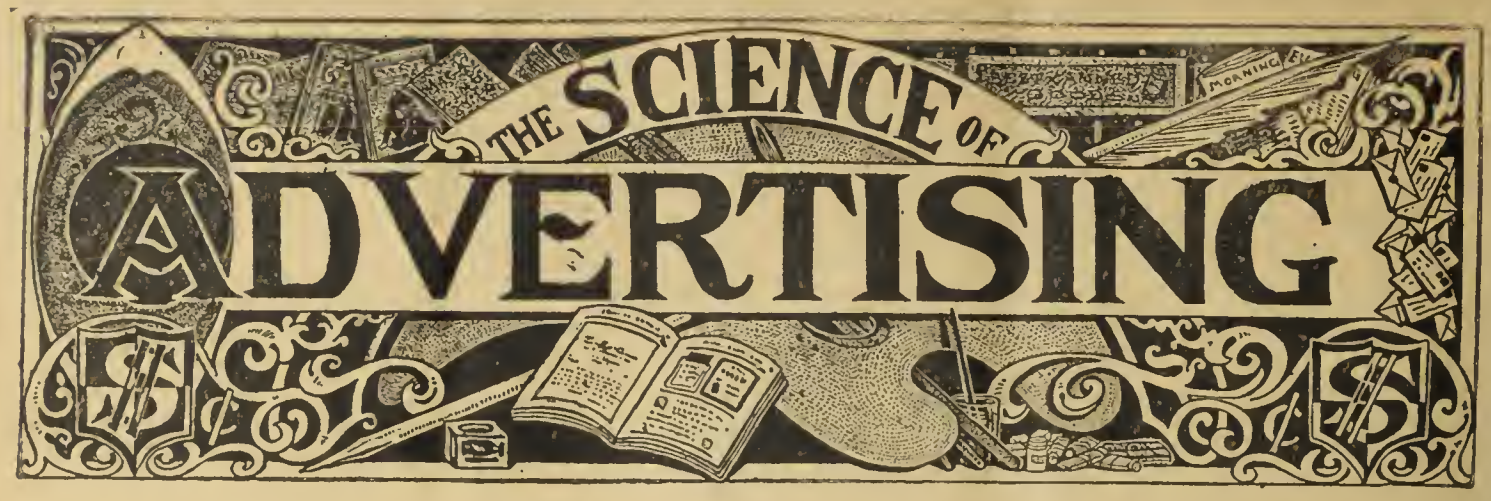
Don't Buy Baking Powder on Price

You can get a baking powder at almost any price you want to pay. You can get a baking powder that will yield you possibly a couple of hundred per cent.—if you can sell it.

But in the end you will be sorry you did not send out **Rumford** to represent you, rather than the cheap brand whose only attraction was the profit it offered.

Rumford is clean, wholesome, honest, substantial, satisfactory merchandise. It brings the customer back for more of it, and it pays you well for your work. There is no better leavener than Rumford Baking Powder.

RUMFORD CHEMICAL WORKS
Providence, R. I.



Erie, Pa., April 20, 1916.
Editor "Science of Advertising."

Dear Sir:—Kindly tell me through your columns what you think of newspaper advertisement inclosed. We use this style as a rule, sometimes larger space, very seldom less than five inches double.

Thanking you,
Respectfully,
GEO. W. KAPPELT.

The advertisement enclosed measured 7 inches double column, and is herewith reproduced:—

The Market Basket
910 Parade St.

Our Last Lenten Specials for This Season . . . .

Cleaned Boneless Herring, regular 20c lb., special, pound .. 17c	Bismarck Herring, king of all Herring, regular 25c can, special, can 20c.
Nice, big, fat Mackerel, each 15c	Domestic Oil Sardines, 7 cans 25c

EXTRA SPECIAL FOR BALANCE OF WEEK

Small Delicatesse Herring in Tomato Sauce, regular price 12 1-2c can, special this week,
2 CANS 15c.

Hot Cross Buns, fresh, dozen 10c

HAM FOR EASTER	FRESH EGGS
Finets quality Skinless whole or half Hams, pound 20c	Dozen 25c
	Box Sure Running Salt 5c

Easter Oranges, sweet and juicy, dozen.....35c

Fancy Large Yellow Evp. Peaches, 3 pounds..25c

Kellogg's Krumbles have arrived, package....10c
Holland Rusk, fresh lot, package 10c
Duff's Molasses, always good, can 18c

I don't like the typographical arrangement of this advertisement. The printer has not made the best of it. A better heading would have been this:—

Market Basket's Last Lenten Specials for This Season

This would have been a cleaner heading and the address could have gone at the bottom, where it belongs, anyway. The advertisement is too much cut-up. It would have looked better if all the paragraphs had been either half width or full width, and if all had either had a heading or had none. There is no uniformity now at all, some paragraphs are one width, some another, some have headings, some have none.

* * *

As a matter of fact, has the idea of the heading been carried out here? Is everything advertised on this circular a Lenten special? I should have kept everything out except Lenten goods. Salt, and oranges, and peaches and several other things don't seem to belong here at all. Advertising that starts out to make one point should make it and stop.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Sellers of Future Canned Goods Must Fulfill Contracts or Pay Damages.

Two Cases Recently Tried in Harford, County, Md., Contradict the Belief of Many That It is Useless to Sue a Packer or Jobber Who Fails to Deliver. Maryland Tomato Packer Compelled to Pay Two Buyers Damages.

There is an impression in the trade that when a dealer buys canned goods for future delivery, and the packer or the jobber, as the case may be, fails to deliver, it is useless to sue for damages because none can be recovered. How this impression, which is wholly baseless, ever gained credence, it is difficult to say, but it has influenced many dealers to lie down when packers failed to deliver and take their losses without resistance.

That the law does hold a packer strictly to his future canned goods contract, or a jobber, is made plain by two suits that were recently brought and tried in Harford County, Maryland, against a tomato packer who had failed to fill some of his future contracts. The defense in these cases was that the packer had made every effort to pack the goods by procuring the necessary acreage to be grown for him and by accumulati plies and having his hou all ready for the canning but that by reason of the wet weather prevailing during the canning seas were ruined and he was pack the goods he had c sell. The court held th set up were not availab fense to the contract. I the jury allowed th money recompense for of the contract.

The contracts offered in these cases covered s 3 standard tomatoes, the brand of the packer. cause of this designati packer sought to invoke of his crops as a defens tion, but the court, by ov defense on that ground, recognize the right of th disregard his contract his failure to make deli ground that he was una under his label because ure of his crops. In ot the effect of the court' to require future contra strictly fulfilled and to contracts out of the class there is sometimes read cation that the contra avoided if the goods wh subject of the contract ar time of its execution in and do not thereafter co istence.

Good Dividend for a Fi Cent Business.

A quarterly dividend of has been declared on the co of the F. W. Woolworth June 1st to stock of record The previous quarterly ra per cent. Just a year ago t increased from 1½ to 1¾ quarterly. In 1913, 5½ pe paid, and in 1912 2 per cent The stock advanced to a ne ord of 127 last week, as com a close of 125 April 11th. 1916 was 118, and low for It is stated sales of the F. worth Co. in 1915 showed crease over the previous yea the largest in the history o pany. Business was not affe war; the English subsid Woolworth, Ltd., also rep sales in 1915, being more t in excess of 1914. Total F. W. Woolworth Co. in 191 to $75,995,000, from which $7,548,210 was derived. Thi to 13.2 per cent. on the com as compared with 10.8 per c the same in 1913, and 8.7 1912. The profit and loss December 31, 1915, was $11,5

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Did You Ever Suffer from Crooked Salesmen?

The specialty stamp has done more to oust crooked specialty salesmen than anything else that was ever tried.

It takes a mighty nerve for a crooked salesman to do anything to an order that has a specialty stamp on. He knows that his offense will be considered exceedingly flagrant, for he has violated the whole code of ethics of the specialty stamp system. He knows that the thing will be run down and that nobody will ever feel like trusting him with a job again.

That is why manufacturers who use the specialty stamp—and their retail customers—are almost never bothered, now-a-days, with dishonest salesmen.

You retailers were just as much sufferers from dishonest salesmen as we were. This one thing that we have done to get rid of them ought to give the specialty stamp the call with you for all time to come.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 pounds capacity; good condition; cost $25, will sell for $8.

Have closed one of our stores and have no use for them.

JOS. LOSOWSKI & SONS,
Trenton, N. J.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the p
ness, I will offer my en
of about 125 gallons, in
one-half gallons, one-quart
pint cans. Most of this pa
year's goods. Guaranteed t
class shape; labels and cans a
new. It is Harrison's Town
try paint, one of the best pai
All A No. 1 shades, guara
salable colors. Write for
color card, as it will be a b
some one.

W. H. MEISENH
29 W. Philadelphia St., Y

Offer No. 123.

A National Cash Register,
that registers from 1 cent to
three drawers, also a device f
ing out profit sharing receipt
cellent substitute for trading
will include about twenty roll
strip paper and six rolls of de
all for $175 cash, f. o. b. Rea

ELMER E. M. Y
738 N. Sixth St., Read

Offer No. 125.

I have fifty cases of a Crus
more than I will need for
and wish to offer it for sale in
change Department." It is a
crushed corn, Proclamation bra
sell for 60 cents a dozen. W
any quantity.

T. J.
927 Arch St., Phila

Offer No. 126.

I have twenty cases of Roya
Evaporated Apples; will sell fo
a package, there being 48 pac
each case; this year's stock;
as much as you like.

C. WISNES
924 S. Third St., Camden

Offer No. 127.

I have on hand the following
which I would like to dispose o
lishing in your "Modern Merch
Grocery World":—

38 pieces Queen Regent Toil
at 2½ cents.

25 pieces Raven Tar Soap, at

2 dozen Chingspan Washing
at 2½ cents.

26 pieces Union Maid Toile
at 2½ cents a piece.

2½ dozen Kleenatub Scourin
at 5 cents a piece.

49 pieces Witch Hazel Toilet
2½ cents a piece.

33 pieces Fairbank Glyceri
Soap, at 3 cents a piece.

2½ dozen Spar Box Cleanser
cents a package.

15 pieces Educator Toilet S
2½ cents a piece.

If interested in any of the
goods, information can be receiv
1025 Spring street, Reading, P
goods will be sent C. O. D.

Offer No. 128.

500 boxes Rennet Powder, b
one dozen 10-cent bottles; m
London, England. Make b
Sample can be seen at this o
Arch St., Philadelphia, or wi
one box on receipt of 70 c
stamps.

ROBERT
286 Greenwich St., New York

Important Notice to those Adve in the Exchange Departmen

If the goods advertised do not after four weeks, will the owner notify us, so that the offer may b continued? We desire to keep th partment as clean and fresh as po and if goods don't move in four w they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

FOR SALE OR RENT

BUSINESS OPPORTUNITIES.

FOR SALE.—An old-established general merchandise business, in good mill town of over 5,000, glass houses, by-product coke plant, sand and block quarries; did $37,000 last year; stock and fixtures at invoice; reasonable discount. Will sell brick business block located on trolley line and near three railroads, Western Maryland locating shops and yards near the town. Address Geo. H. Swearingen, Dunbar, Pa. 24

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

FOR SALE.—White Mountain refrigerator, white enamel lined, ice capacity 300 pounds; fine condition; cost $100, will sell reasonable, as I have no use for it. Call or address J. Freas Jones, Rossiter, Pa. 25

FOR SALE.—Stimpson Computing Scale, No. 100, used only a short time and in first-class condition; looks like new; cost $130, will sell for $60. Address E. M. Clammer, 422 Douglass St., Reading, Pa. 24

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

HELP WANTED

WANTED.—About the 15th of May, a young man experienced in groceries and vegetables, capable of operating a Ford car; good salary to right man. Address Samuel Shils, 43 N. Iowa Ave., Atlantic City, N. J. 20

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

This Space Reserved

for

C. Wilkinson's Sons

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

ovelad Sign Co., 236 Chestnut Philadelphia. (19)

luminum Cooking Utensils.

uminum Products Co., La ge, Ill. (tf)

erican Aluminum Mfg. Co., Le-, Ill.

ckeye Aluminum Co., Wooster,

luminum—Wire—Metals.

velad Sign Co., 236 Chestnut hiladelphia. (19)

China.

on China Co., Sebring, Ohio.

thesline Reels and Vacuum Cleaners.

ny Mfg. Co., 1300 E. Washing-t., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curr

CORRECTED WEEKLY, MAY 8, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES

Sugar
Cottolene
Provisions
City Pure Lard

DECLINES

Butter
Fresh Fish

—1—

SUGAR.

	Barrels.
Cut Loaf	8.70
Eagle Tablets	9.55
Crystal Dominoes, 24 5-lb. pkgs	10.55
" 60 2-lb. pkgs	10.55
Patent Cubes	8.05
Confectioners' Lozenge	7.70
Powdered	7.65
Fruit Powdered	7.55
Dessert and Table, 2-lb. cartons, 48 lbs.	7.85
Granulated, fine or standard, McCahan	7.55
" " Franklin	7.60
" extra fine, bbls	7.55
" " 2-lb. bags	7.95
" " 5-lb. bags	7.95
" " 10-lb. bags	7.85
" " 25-lb. bags	7.75
" " 100-lb. bags	7.55
" coarse	7.70
Confectioners' Crystal A	7.55
A Confectioners'	7.45
A No. 1	7.40
A No. 2	7.35
Franklin B	7.20
Extra C	6.95
C	6.80

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.23	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz. tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 per doz.			.90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 per doz.			.90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6.20
" 6 oz., 12 doz	12.25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild, choice	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.16½
Caracas, extra fancy, washed	.19½
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.15¾
Santos, extra fancy	.16¼
Rio, Golden, extra fancy	.15
Rio, prime	.12¾

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins per box	4.15
Tomson-Hummels, tin, ½ gross per gross	2.60
" Imp., ½ gross "	2.15
Floto's, Improved, ½ gross "	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs per box	2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—
- Creamery specials
- " extra, 60-lb. tubs
- " first, " "
- " second, " "
- " third, " "
- " dairy, extra, baker use, 30–60 lbs.
- " 5 and 10-lb. rolls, and 100-lb. boxes

Print Butter—
- Prize
- Gurnse, lbs. and ½ lbs.
- Awltru
- Honebe
- Star or S. D., 1 lb., 20–50 lb. bozes
- B. B., E. D., 20–50 lb. boxes
- J. J., C. V., Gilt Edge, Gold Medal, 50 lb. boxes
- Sheaf ("400"), Elgin, 20–50 lb. boxes
- Sheaf
- White Rock

CANDLES.

- P. & G., 8s, 30 lbs.
- " 16s, 30 lbs.
- Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
- Searchlight, hotel, 16s, 30 lbs.
- Peerless, hotel, 16s, 30 lbs.
- Bright Light, 16s, 30 sets to box per

JARS AND JAR RUBBE

Mason's—
- Half gallons
- Quarts
- Pints

Jar Rubbers—
- Double lip, wide, 1 doz. cartons
- Single lip, wide, 1 doz. cartons
- Acme, wide, 1 doz. cartons, 5 gross bo
- " medium, 1 doz. cartons, 5 gross b
- Lightning, pure rubber, bulk
- Reliable, white rubber, wide
- " " medium
- Black rubber, medium

25-lb. lots 1 cent per lb less

Jar Tops—
- ½-gross boxes, no rubbers
- Jelly glasses, fluted, bbls. 24 doz. per

CATSUP.

Snider's—
- 16 oz., 2 doz
- 8 oz., 2 doz

Ritter's—
- Tomato, ½ pint, 2 doz
- Tobasco, ½ pint, 2 doz

Beech-Nut—
- Pints
- ½ pints

KETCHUP.

Curtice's "Blue Label," Tomato—
- Small, 25 bottles
- Medium, 25 bottles
- Large, 12 bottles

—5—

CANNED GOODS.

eans—
s ..... .95
I., No. 2 ..... .95
ell's, 16 oz., tomato sauce or Boston ..... per case 1.90
s, No. 2 ..... 1.40
mp's, No. 2 ..... 1.40
hank's, No. 2 ..... 1.35
, No 2 ..... 1.40
Head, No. 3 ..... 1.25
, No. 1 ..... .50

rd, New Jersey, No. 3 ..... 1.20
Maryland, No. 2 ..... .85
" No. 3 ..... 1.10

ns—
rd, New Jersey, No. 2 ..... 1.15
Maryland, No. 2 ..... 1.20
small, No. 2 ..... 1.65
ans—
rd, New York, No. 2 ..... 1.10
ancy, New York. No. 2 ..... 2.00
New York, No. 2 ..... 1.50
rd, Maryland, No. 2 ..... .60
ney Beans—
rd, New York, No. 2 ..... 1.00
Marylaod, No. 2 ..... .85
Illinois, No. 2 ..... .95

rd, New York, No. 2 ..... .90
New York, No. 2 ..... 1.00
rd, Maryland, No. 2 ..... .75
Maine, No. 2 ..... 1.25
Maine, No. 2 ..... 1.25
eg, No. 2 ..... .85
grain, No. 2 ..... .75

rd, New York, No. 2 ..... 1.15
New York, No. 2 ..... 1.50
ifted, New York, No. 2 ..... 2.00
rd, Southern, No. 2 ..... .75
Southern, No. 2 ..... 1.00
ifted, Southern, No. 2 ..... 1.40
rd, Indiana, No. 2 ..... .75
Indiana, No. 2 ..... 1.00
ifted, Iodiaoa, No. 2 ..... 1.40
rd, Wisconsin, No. 2 ..... 1.10
Wisconsin, No. 2 ..... 1.40
ifted, Wisconsin, No. 2 ..... 2.00

rd, New York, No. 2 ....
" No. 3 ..... 1.25
New Jersey, No. 2 ....
" No. 3 ..... 1.10

rd, New York, No. 2 ..... 1.00
New York, No. 2 ..... 1.25
rd, Maryland, No. 2 ..... .90
Michigan, No. 2 ..... 1.20

No. 2½ 2.00
, No. 2½ 2.20
No. 2½ 2.50
o. 1 ..... 2.25

rd, New York, No. 3 ..... 1.00
New Jersey, No. 3 ..... .85

d, Maryland, No. 3 ..... 1.00

d, New York, No. 3 ..... 1.00
d, Maryland, No. 3 ..... .80
Maryland, No. 3 ..... .75

California Canned Fruit.

No. 3 ..... 2.75
No. 2½ 2.10
Standard, No. 2½ 1.75
d, No. 2½ 1.50
ears—
No. 3 ....
No. 2½ 2.50
Standard, No. 2½ 2.30
d, No. 2½ 2.15
rries—
No. 3 ....
No. 2½ 2.90
Standard, No. 2½ 2.50
d, No. 2½ 2.25
Lemon Cling, Sliced—
No. 3 ..... 2.95
No. 2½ 2.00
Standard, No. 2½ 1.75
d, No. 2½ 1.50
Lemon Cling—
No. 3 ..... 2.95
No. 2½ 2.00
Standard, No. 2½ 1.75
d, No. 2½ 1.45
Yellow Crawford—
No. 3 ..... 2.80
No. 2½ 2.00
Standard, No. 2½ 1.70
d, No. 2½ 1.40

Eastern Canned Fruits.

rk State, No. 3 ..... .90
" No. 10 ..... 2.75
es—
, No. 2 ..... 1.35
, No. 2 ....
Pax, light syrup, No. 2 ..... 1.35
heavy syrup, No. 2 ..... 1.50

No. 3 ..... 1.35
No. 3 ..... 1.15
3 ..... .85

Extra Standard, No. 2½ 2.00
syrup, No. 3 ..... 1.15
Water, No. 3 ..... .90

syrup, No. 2½ 1.25
rup, No. 2½ 1.00
—
n water, No. 2 ..... 1.40
es—
eserved, No. 2 ..... 1.80
d, No. 2 ..... 1.60
, No. 2 ..... 1.20

—6—

Pioeapples—
Hawaiiao, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard, No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMeoamln's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	.....
" No. 1, flat, 4 doz.	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., rouod, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanoa, Tomato Sauce, 100s	12.00
" Booeless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	24 00
" " bigh oval tins, 100s	23.00
Salmoo—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Faocy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normaona, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	.....
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Goodolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ¼s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouilloo "Herrloglets," 50	6.00
Norwegiao—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

Americao Oil—	
Semlnole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, cartoo, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 dos	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—
Compressed, No. 1, key, 2 doz 2.40
" No. 2, key, 1 doz 4.65

Chipped Beef.

Armour's—
Shield, No. ½, 2 doz 1.50
" No. 1, 2 doz 2.50
Veribest, tins, small, 2 doz 1.65
" " large, 1 doz 2.65
Libby's—
Peerless, small, 4 doz ..... .95
" medium, 2 doz 1.40
No. ½, glass, 2 doz 1.85

Sausage.

Armour's—
Vienna style, No. ½, 2 doz ..... .92½
" No. 1, 2 doz 1.85
" No. 2, 1 doz 3.70

Sliced Beef.

Armour's—
Glass, small 1.65
" large 2 65
Swift's—
Premium, No 1, glass 3.50

Loaf Goods.

Armour's—
Beef, No. ¼ 1.40
Chicken, No. ¾ 2.25
Ham, No. ¾ 1.40
Veal, No. ¼ 1.40

Roast Beef.

Armour's—
No. 1, 2 doz 2.40
No. 2, 2 doz 4.50
Libby's—
No. 1, 2 doz 2.40
No. 2, 1 doz 4.65
Kingan's—
No. 1, 2 doz 2.50
No. 2, 1 doz 4.85

Lunch Tongue.

Armour's—
Whole, No. ½, 2 doz 2.05
" No. 1, 2 doz 3.60
Libby's, No. 1, 2 doz 3.35

Whole Ox Tongue.

Armour's—
Whole, No. 1, 1 doz 5.75
" No. 1½, 1 doz 8.45
" No. 2, 1 doz 9.20
" No. 2½, 1 doz 12.20
" No. 3, 1 doz 15.85
Libby's, No. 2½, 1 doz 11.95

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Cblckeo Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Labol, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tlo.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Cbicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanoa French Truffled Sandwlch Paste, 100s 30.00

Potted Chicken.

Armour's—
Chickeo, No. ¼, 2 doz 1.65
Libby's—
No. ¼, 2 doz 1.70
No. ½, 1 doz 2.40
R. & R., No. ½, 4 doz 1.75

Boned Meats.

Armour's—
Chicken, No. ¼, 4 doz 2.15
" No. ½, 2 doz 3.45
" No. 1, 1 or 2 doz 6.30
Turkey, No. ½, 2 doz ....
" No. 1, 1 or 2 doz ....
Curtice Brothers' Blue Label, In tins—
Chickeo, No. ½ 3.40
" No. 1 ..... 6.00
Torkey, No. ½ 3.40
" No. 1 ..... 6.00
Whole Rolled Ox Toogue, No. 2 ..... 16.00
Boneless Whole Ham, No. 1½ 9.50
" " No. 2½ 13.50

All of the above packed 2 dozen In case, except Whole Rolled Ox Tongue aod Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—
Readymaid Concentrated Soups— Per doz.
Twelve varieties, 10½ oz., 4 doz ..... .90

Soups—	Quarts.	Plnts.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tall, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's— Per doz
All kinds, No. 1, 4 oz ..... .90
Campbell's, No. 1s, 10½ oz., 4 doz.— Per case
All kinds 3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case 3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chickeo Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60
No. 2 contaios 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70
No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70
No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tall. 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato ..... .90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tios, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb ..... per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ½ and ¼-lb cakes	.25
German, sweet, ¼-lb., ½-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ¼-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ¼-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Cbocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. slze, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Graod brand, ¼-lb. tlos, 2 doz	1.88
" ½-lb. tios. 2 doz	3.50
" 1-lb. tios, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tios, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tlos, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Ruokels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 aod 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dalry Milk Chocolate, 24 cakes to cartoo	.80
Almood Bars, 24 cakes to cartoo	.80
" 12 10c. cakes to carton	.80
Vaolila Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribboo Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vleooa Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, uosweeteoed, 6-lb. boxes, 12 boxes lo case, ½-lb. pkgs	.35
Cooklog Cbocolate, unsweetened, 12-lb. boxes, 6 bozes In case, ½-lb. pkgs	.35
Vaoilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes io case, ¼-lb. pkgs	.30
Bostoo Vanilla Sweet Cbocolate, 50 5c. pkgs. io box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes In case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes In case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes io case, ½-lb. tins	.38
"Dlamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. In box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. io box, ner box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box, per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ⅓-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅓s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	e.20
¼-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	e.50	.50

Bensdorp's Cbocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.e8
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.5e
Milk Chocolate Towers, ⅓-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Cbocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tin

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Cbocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.25
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.25
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	3.50

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.	.40½	¼ lb.	.31
½ "	.48½	½ "	.37
1 "	.65	1 "	.49
2 "	.85	e "	.64½
3 "	1.01½	3 "	.77
4 "	1.25½	4 "	.95½
5 "	1.46	5 "	1.11
6 "	1.78	6 "	1.35½
7 "	1.94½	7 "	1.47½
8 "	2.06½	8 "	1.57
10 "	2.35	10 "	1.78½
11 "	2.59	11 "	1.97
12 "	2.75½	12 "	2.09½
14 "	3.48½	14 "	2.64½
16 "	3.72½	16 "	2.83
20 "	4.17	20 "	3.17
25 "	4.61½	25 "	3.51
30 "	4.94	30 "	3.75½
35 "	5.71	35 "	4.34

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.70
9x12, "	.82
18x24, 50-lb. bundles of about 1200 sheets, per lb.	.12

Toilet— Per case

Extra quality, 100 rolls	6.00
Good " 200 "	5.25

Butter, Wax— Per pkg.

9x12, about 480 sheets	.15½

Bags, price per M—

Sires	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.42	.30
½ "	10M	.50	.36
1 "	8M	.66	.48
2 "	6M	.87	.62
3 "	5M	1 03	.75
4 "	4M	1.28	.93
5 "	3M	1.47	1.08
6 "	3M	1.82	1.30
8 "	2M	2.11	1.52
10 "	2M	2.42	1.73
12 "	2M	2.81	2.05
14 "	1M	3.57	2.56
16 "	1M	3.82	2.77
20 "	1M	4.30	3.09
24 "	1M	4.73	3.63

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.42
24½ lbs., ¼ bbl	.70
49 lbs., ½ bbl	1.40

No. 2, Manilla light weight— Per lb.

12 in. rolls	.03¼
15 "	.03¼
18 "	.03¼
20 "	.03¼
24 "	.03¼

—10—

Silk Fibre, No. 1—

9 in. rolls	.03½
12 "	.03½
15 "	.03½
18 "	.03½
20 "	.03½
24 "	.03½
30 "	.03½

Paper Towels—

25 rolls, 150 towels each, with holder and basket per case	4.25
25 roll lots "	3.25

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.90
Star, 4 doz	.5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	e.75
" family size	3.25
" botel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" botel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Tbins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09¼
Oyster Crackers	.09	.09¼
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will bo made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, e doz per doz.	1.40
" " with horseradish "	.....
" large, 1 doz "	2.00
" " with horseradish "	.....

—11—

Wein Senf, bbls per gal.	.....
" 1-gal. stone jars per jar	.85
" 5-gal. kegs per keg	3.50
Prepared Mustard, bbls per gal.	.....
" 15-gal. kegs "	.....
" 10-gal. kegs "	.....
" 5-gal. kegs per keg	1.75
" e-gal. pails per pail	.90
" 1-gal. pails "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz "	.46
" with horseradish, e doz "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, .38.... less	.39
Sap Sago, 3 to lb cask, per lb.	.....
" " less than cask, "	.29
Roquefort 12 in case, "	.....
" less than case, "	.53
Parmesan, about 30 lbs loaf, "	.38
" less than loaf, "	.....
Edam, 12 in case case	.....
" single	.....
" in tin per lb.	.....
" 1-lb. tins per case	.....
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase per doz.	.....
American Swiss, No. 1 loaf	.32
" " less than loaf	.33
" square loaves, No. 1, about 25 lbs. each per lb.	.28
Limburger, No. 1 box and ½ box	.19½
" " less than ½ box	.21
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	.22
English Dairy "	.22½
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncbeon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.	.....
Weiner Wurstel, 16 in tin per doz.	.....
" 8 in tin "	.....
Imported Cervelat Sausage, Rolff's per lb.	.....
Imported Frankfurters per doz.	.....
Goose Breast, Imported, marked weight, per lb.	.....
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short per lb.		.35
" long "		.....
Mortadella, dry "		.....
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lacbs Ham "		.39
Petit Delicatess Frankfurters, plain per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beel Bologna per lb.		.18
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage (special), truffle, goose or sardellen per lb.		.35
Smoked Tburinger Blutwurst "		.....
" Pfefferwurst "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	.....
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots per keg	1.25
Milkers, Y. M per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

—12—

Marinirte Herring, imported, about 40 in	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry	p
Matjes Herring	

Bismarck Herring.

Round tins, with key, pint per	
" " quart p	
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins,	

Russian Sardines.

Imported, Wallkoff brand per	
" 5-lb. pails per	
" 10-lb. pails	
Cut Spiced, 10-lb. pails	
" 5-gal. keg per	
Russian, in glass jars per	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per	
Original package per ⅛	
Repacked, 5-lb. pails per	
" 10-lb. pails	
" 5-gal. kegs per	
½-lb. flat tins per	
½-lb. tall tins	
" 1-lb. tall tins	

Salt Sardellen.

Original packages, 1902 per a	
Repacked, kegs, about 8 lbs per	
" pint jars per	
" large tumblers	
" small tumblers	

Russian Caviar.

1-lb. tins per	
½-lb. tins	
¼-lb. tins	
⅛-lb. tins	

German Dill Pickles—Regul

60-gal. casks, about 2000 per c	
50-gal. bbls., about 1200 per	
15-gal. kegs, about 500 per	
10-gal. kegs, about 300	
5-gal. kegs, about 150	
10-lb. pails, about 50 per	

Imported Sour Crout

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long

60-gal. casks per c	
48-gal. bbls per b	
10-gal. kegs per k	
5-gal. kegs	
10-lb. pails per p	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per	
Spitzkugein	

Lebkuchen and Bread

Small Basler Lebkuchen, 6 in pkg., per bun	
Basler Lebkuchen, No. 1, 6 in pkg.,	
" No. 2, 6 in pkg.,	
" No. 3, 6 in pkg.,	
Amandines, 9-lb. tins per	
" small tins	

Pickles and Onions in Vin

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs. per b	
Green Kern per	
Potato Flour	
German Dried Pears	
Dried Mushrooms	
Juniper Berries	
St. John's Bread	
Bay Leaves	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 doz per	
" Club, 2 doz	
Red Edam each	
Philo Cream, 1 doz. 10c. size per	
Elkborn Pimento, 1 doz	

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milben Farm	
Awitru, packed in cartons	

—13—

FANCY GROCERIES.

...aple Paste, 5-lb. cans.....per lb.	.33
...n oil, 6 ring bottle.....per doz.	5.00
" 3 ring bottle. .... "	3.25
...ppareil, ½-gal. kegs.....	1.25
quart, glass.....per doz.	7.50
bottled, ⅔ size..... "	2.25
" ½ size..... "	2.00
" ¼ size..... "	1.20
...er, large pots, 6 to case...per case	4.25
medium, 12 to case ... "	4.50
small, 24 to case..... "	4.25
...Maraschino, glass, 1 doz.. "	7.00
...der, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
...der, pints ..... "	3.60
4 oz ..... "	2.40
2 oz. ..... "	1.40
..., extra fine ....per case	21.00
...Irish Oatmeal—	
.....per doz.	3.35
.....per tin	.70
..... "	1.65
...Palmer's Biscuit, packed 7 and 5 can—	Per lb.
...rre.....	.24
.....	.33
.....	.33
..., ring, pints .....per doz.	1.25
" ½ pints..... "	.60
...ars, 4 doz.....	1.75
...Marquett Mushrooms—	Per case
...ce.....	36.00
...so tins.....	35.00
...o tins.....	33.00
	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
...ckled, small size.....	1.20
...mbar's, 2 doz.....per doz.	2.75
...ial, Bishop's, 1 doz..... "	6.50
...Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
...Rose's..... "	4.50
...Water..... ... "	2.25
...h Water..... "	2.25
...s..... "	5.25
...American Food Co.—	Per doz.
...nvalids, all kinds, ½ pints, 4 doz.	1.40

...ON CUBES AND LIQUIDS.

...lon Cubes—	
...o cubes.....	1.70
...o cubes.....	.90
...ns, 12 cubes each	2.75
...n Bouillon—	
...les, 1 doz.....	2.00
...les, 1 doz.....	3.75
...ato Bouillon—	Per doz.
...s.....	6.00
...les	9.00
...s.....each	2.75
...n Cubes—	Per doz.
...size.....	.85
...size.....	2.00
...cubes.. .....per 100	1.65
...ef, Clam and Chicken Cubes—	
...s, 12 cubes, 1 doz.....	2.50
...ixes, 50 cubes .....per tin	.90
...s, 100 cubes..... "	1.70
...ncentrated Bouillon—	
..., 1 doz.....	3.50
..., 1 doz.....	6.75
..., 1 doz.....	13.00
..., ½ doz.....	25.00
...mato Bouillon—	
...e 4, 1 doz	2.50
...12, 1 doz	6.50
...5..... per bottle	3.00
...size 2.....per jug	1.25

...XTRACT OF BEEF.

...id Extract of Beef—	Per doz.
..., 1 doz.....	4.45
..., 1 doz.....	8.20
..., 1 doz.....	15.90
..., ½ doz.....	29.75
...id Beef Extract—	
...e 4, 1 doz.....	5.00
...8, 1 doz.....	9.00
...16, ½ doz	17.00

FLOUR.

	Per bbl.
.....	6.40
.....	7.65
.....	6.90
.....	7.20
.....	7.45
...st.....	6.90
.....	6.20
...Vest.....	6.00
.....	5.90
.....	6.50
.....	5.85
.....	7.35
...t.....	6.50
...rial.....	6.65

Prepared Flours.

...ared Doughnut, Cake, Ginger-	
... Tea Biscuit Flour—	Per case
.....	1.44
.....	2.40
...her straight or assorted cases	

Self-Raising Flour.

...kwheat, medium, 12s.....	1.48
...Jack Flour, 18s.....	1.45
...uckwheat, 36 2s.....	2.60
...ancake, 36 2s	2.60
...s.....	1.55
...Buckwheat, 36s.....	2.60
...Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic. 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose..... ..	.04¼
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs..... ...	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New. Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1...170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2...230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3...320-360	.....	.....	.....	.....
Ex. Norway, No. 4...400-450	.....	.....	.....	.....
Ex. Norway, No. 5...550-650	.....	.....	.....	.....
Shore Bloaters 100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1.....170-190	28.00	14.60	7.50	1.65
Med. Shore, No. 1...200-220	26.00	13.60	7.00	1.55
Ex. Shore, No. 2.....225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2...300-350	.....	.....	.....	.....
Med. Irish, No. 2 ...350-400	.....	.....	.....	.....
Irish, No. 4.....400-450	.....	.....	.....	.....
Large Cape Shore...100-120	21.00	11.10	5.75	1.30
Med. Cape Shore....180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	3.35	.....	.50	.45
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08

In original cases, 450 lbs., ¼c. less.

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	-.14
Bass Native	-.15
Salmon, fresh.....	-.20
Eastern Cod	-.08
Croakers	-.04
Large Hake	-.08
Haddock	-.07
White Cat Fish.....	-.13
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.12
Snappers	-.13
Eels	-.10
Rock Fish.....	.14 -.18
Lobsters.....	-.25
Flounders	-.06
Large White Perch	-.12
Sea Bass	-.12
Blue Fish.....	-.18
Porgies.....	- 11
Fresh Mackerel.....each	-.28
King Fish	-.10
Weak Fish	.08 -.16
Butter Fish.....	-.07
Tile	-.10
Shad, Roe.....each	-.90
" Buck ..... "	.45 -.55

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls.....	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size per doz.	1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅜
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthnod, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼ lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1 lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ¼ lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs, 15 lbs	.26½
⅛ and ¼-lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32 per bottle	.50
Continental, red, 1 doz	.30
" black, 3 doz. per box	.67½
" Writing Fluid per qt.	.50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid per qt.	1.00
Square, Oriental Red, 2 oz., 1 doz	.50
" Green, Blue or Violet, 2 oz	.50
" Magic Black, 2 oz., 1 doz	.50
" Electro Chemical, 2 oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.2c
			Per doz.
Electric, No. 2			.80
" No. 2, slim			.80
Rochester, No. 2			.80
" No. 2, 12 inch			1.25
Success, No. 1, 10 inch			.90
" No. 1, 12 Inch			1.35
No. 0, Tubular Lantern Globes 5 doz.			2.75
Cold Blast 5 doz.			3.25
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
Nnne Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons 3 doz. to case	2.83
" " 6½ doz. to case	5.65
Extra Family—	
Barrels, halves and quarters	.13¼
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3.10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Lonbon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper sh
bags, about 80 lbs
Almonds, Ne Plus Ultra, bags, about 75 lb
Walnuts, No. 1, soft shell, bags, about 110
Filberts, bales, about 220 lbs
Brazils, large, bags, about 180 lbs
Pecans, large, bags, about 160 lbs
" medium
Mixed Table Nuts, 25 lbs
Peanuts, Green—
Jumbo
Fancy, hand picked
Virginia, choice
Peanuts, Roasted—
Jumbo
Fancy, hand picked
Virginia, choice
Big Nickel 100 cart

PICKLES.

Sweet—
16-gal. keg, 210os
10-gal. keg, 130os
5-gal. pail, 650s
16-gal. keg, 360os
10-gal. keg, 220os
5-gal. pail, 110os
16-gal. keg, 500os
10-gal. keg, 300os
5-gal. pail, 150os
16-gal. keg, 750os
10-gal. keg, 450os
5-gal. pail, 225os
Sweet Mixed—
16-gal. keg
10-gal. keg
5-gal. pail
Sour and Dill—
45-gal. bbl., 1800s
32-gal. bbl., 1200s
16-gal. keg, 600s
45-gal. bbl., 2400s
32-gal. bbl., 1600s
16-gal. keg, 800s
5-gal. pail, 250s
45-gal. bbl., 3600s
32-gal. bbl., 2400s
16-gal. keg, 1200s
5-gal. pail, 350s
Chow-Chow—
16-gal. keg
10-gal. keg
5-gal. pail
Sweet Pickle Relish—
16-gal. keg
10-gal. keg
5-gal. pail

VINEGAR.

Pure Cider, 45 grain
" 40 grain
Distilled, 45 grain
" 40 grain
Fermented, 45 grain
" 40 grain
Cruikshank, distilled, white per g

PROVISIONS.

Premium Brand Hams, 8–10 lbs
" " 10–12 lbs
" " 14–16 lbs
" Skinned Hams
" Cooked Hams
" Bacon
" Dried Beef, insides
" Beef, knuckles
Empire Brand Hams, 10–12 lbs
" Skinned Hams, 18–20 lbs
" Picnic Shoulders
Hams, skinback, 18–20 lbs
" 14–16 lbs
" 8–12 lbs
Picnics, 6–8 lbs
Dried Beef, sets, city smoked
" tenders and knucks
" air dried, sets
" " tenders and knucks
Brisket Pork
Jersey Pork, butt per l
" family "
Breakfast Bacon, rib in
" boneless
S. P. Bellies, 14 lbs. average
Bologna, 25-lb. boxes
Boiled Boneless Ham
Beef Tongues, smoked, 5–6 lbs per l
Cooked Compressed Ham, 25 lb. boxes
Covered Hams ¼ ct. extra. Covered S
Picnics and Bacon, ½ ct. extra.
Vogt's Baked Meatkake, 2 doz. 3½-oz. ca

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—
2 doz. 26-oz. cans
3 doz. 12-oz. cans

LARD AND COMPOUNDS

Armour's Simon Pure Leaf Lard—
Small
Medium
Large
Swift's—
Premium Pure Leaf Lard, kettle rendered
Silver Leaf Brand Lard, kettle rendered
Jewel, compound
Cotosuet

—21—

ard—		
bs. net weight	per lb.	.14¼
	"	.14
	6 in crate	8.70
	12 in crate	8.77
	20 in crate	8.85
		Per lb.
tubs, about 340 lbs		.12½
		.12⅝
ils, 60 lbs		.09⅝
60 lbs		.09¾
60 lbs		.09⅞

DRESSED MEATS.

Stock—	Per lb.
	.11 –.14½
	.10½–.13½
	.08 –.12
	.13 –.14
es	.... –.15
and Barnyards	.09 –.12
ressed	.12 –.13
	.. .. –.14
	.14 –.15
hers	.... –.16
	.16 –.18
bs	.... –.19
	.... –.14¼

TCHERS' SUNDRIES.

ongues	each	.... –.80
		.... –.60
calded		.50 –.75
veal	per pair	.75 –.80
beef	per lb.	.25 –.30
	"	.25 –.30
	per doz.	1.25
		.10
	per doz.	1.20
	per lb.	.05
		16.00
eef, western		.22
oins, city		.13
" western		.13

RESSED POULTRY.

	Per lb.	
ung hens, 8 to 10 lbs	.32	–.35
ung toms, 15 to 18 lbs	.34	–.36
d toms	.28	–.30
good	.20	–.25
, fresh killed, 3 lbs. and		
air, fancy	45	–.55
, fresh killed, 3½ to 4 lbs		
	.45	–.55
, fresh killed, 3 to 3½ lbs.		
ncy	.45	–.55
ncy, heavy	.22	–.23
sters, 4 to 5 lbs	.23	–.25
	.20	–.21
	.16	–.17
	Per doz.	
, fancy	5.50–6.50	
	4.00–5.00	
	2.00–3.00	

LIVE POULTRY.

ns, nearby, 1½ to 2 lbs	.45	–.50
rs	.25	–.28
	.21	–.22
	.14	–.16
	.18	–.20
	.14	–.15

RVES, JELLIES, JAMS D MARMALADES.

	Per doz.
e	.95
pple flavor, 30 lbs. full weight, per pail,	1.00
8-oz. tumblers	.80
oz., 2 doz	.87½
lb. tins, net weight	1.95
	Per lb.
pure, 12-oz. jars, 2 doz...per doz.	1.45
lb. pails	.09½
0-lb. pails	.06½
-lb. toy pails per doz.	3.00
pure, 10-oz. jars, 2 doz	1.40
ssorted, jars, 2 doz	.90
lade—	
ported, 4 doz	2.10
pure, 2 doz	1 50
	Per doz.
wark, 30 lbs. per pail	1.15
full 5-lb. slip cover tins, ½ doz. per case	1.55
mel's, 30-lb. pails. per lb.	.06¾
" 3-lb. slip cover tins, 1 doz per doz.	2.60
2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" 40-oz. stone crock, glass top, ½ doz...per doz	3.07½
er Cook's, No. 14, 2 doz....doz.	.85
pails per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle		Per doz.
Mapleine Flavoring, ½ oz		.90
" 1 oz		1.75
" 2 oz		3.00
" 4 oz		5.25
" 8 oz		9.00
" pints		16.50
" quarts		30.00
" ½ gallons	each	5.00
" gallons	each	9.50

Sauer's Flovoring Extracts—

No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Sbinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Cbiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," display cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole bead rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Morton, Free Running, 2 doz	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.15
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairhank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.15
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	...	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.30
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Contl, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz. box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c.	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.70
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.33
" large		.41
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅜
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lh. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¼
" Silver Gloss, 40 1-lh. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¼
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lh. cartons	.05¼
" 6-lh. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb,	1.90
" 12 5 lh	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protecto	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Prote	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb	
" 2 lb.	

Clothes Pins.

5 gross	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	

Discount to dealer 33⅓ per c

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket da solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO

Polar Bear, 5c. size, ⅓ gross	
Sensation, ¼ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs	per
Yeast Foam, 1½ doz	"

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, May 15, 1916. No. 20

Business, to the good business man, is good. To the poor business man it is poor, and it will continue poor as long as the poor business man is poor. Business to a very large degree to-day is a reflection of the personality of the man who is trying to do it.

Sears, Roebuck & Co's Scheme of Selling Groceries is to Cut a Few Advertised Brands to Create a False Impression That Their Private Brands Are Also Cheap.

Effect of War and the High Prices Caused by War, on Spices, Canned Pineapple and Other Canned Goods, is Told in Two Articles in This Issue.

President of American Specialty Manufacturers' Association Says Specialty Stamp Cut Down Number of Undelivered or Refused Specialty Orders.

NEW DEAL *MORE PROF*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & C

HEINZ 57 · 57 VARIETIES

Let Us Help Advertise Your Store

When a Heinz advertisement appears in the magazines, in the street cars, in the newspapers or on the bulletin boards, it begins working to advertise *your* store, if you display the Variety advertised and remind your customers that you have it.

Our salesmen can supply you with a number of strong advertising helps to serve as connecting links between *your* store and the Heinz advertising campaign.

Are you using them?

H. J. HEINZ COMPANY
57 Varieties

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You be the biggest milkman in your neighborhood if you tell customers to add two cans of cold water to one tall ca HIRES GOLD MILK, and then use on the table for drin and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Compan

10 Chestnut Street, Philadelphia, Pa.

I DO NOT BELIEVE YOU

would be without our books for a moment if you fully understood their merits. Even if you do not adopt them generally you need some of our

INDEXED COUPON BOOKS

for your grouchy people, for your regular and transient cash buyer, your pass book people and others. Will save you losses from forgotten charges. Head off the fellow who wants to overrun his account. Save time, labor, losses, bookkeeping, get the cash, etc. Our literature will explain all their advantages. Inexpensive. F. O. B. your express office.

WE HAVE SOLD MILLIONS OF THEM

LET US SEND YOU FREE SAMPLES AND LITERATURE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

StockWheatena the Greatest Cereal Repeate on the Market

The Wheatena Co., Rahway, N.

Member of the American Specialty Manufacturers' Ass

Modern Merchant

AND

Grocery World

lished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

LXII. PHILADELPHIA, May 15, 1916. No. 20.

ern Merchant and rocery World

UBLISHED WEEKLY BY THE Y WORLD PUBLICATION CO.

AT

Arch Street, Philadelphia.

TELEPHONES:

rt 3286
rt 3287 Keystone, Race 746
change.

cks and Drafts payable to the Gro- Publication Co.

pendent journal published ex- n the interests of modern mer- ll classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

ion Rates, Including Postage, Payable in Advance:

PER YEAR

States and Mexico..... $3.00
..... 3.50
itain and Continent of Europe
..... 4.50
..... .10

Contents.

PAGE

Chamber of Commerce n Stevens Bill Ends Next y, May 16th..... 4

buck & Co.'s Scheme to roceries 4

gain Fall Off..... 4

..... 6

ason for Poor Canned Condition.
Contrast.

ence 6

Trade 6

ork Letter..... 7

y Markets..... 8

PAGE

Why Are Canned Goods Ruling Below Other Commodities?..... 9

Selling Talks with Clerks..... 10

"The Stroller's" Column (Contributed) 16
How They Get Away with It.

Pennsylvania Organization Notes... 16

Legal Department 18
No. 363.—One Case Showing How Courts Are Interfering with Business.

Weekly Window Display Suggestions 18

High Sugar and Tin, War Embargoes and Insufficient Transportation Make Coming California Canned Goods Season Uncertain 19

Are Spices in for a Heavy War Advance? 20

Science of Advertising..... 20

Subscribers' Bargain List..... 22

Want Department 22

"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE

Advertising World, The 10

American Grocers' Society..... 7

American Specialty Manufacturers' Association 21

Buckley, Elton J. 4

Burk, Louis 15

California Associated Raisin Co.... 9

Chase-O Manufacturing Co..... 8

Clicquot Club .....Cover 4

Clipper Lawn Mower Co..... 19

Crescent Manufacturing Co..... 8

Dayton Moneyweight Scale Co..... 8

Fairbanks Co., The N. K..... 8

Fels & Co. 17

Fleischmann's Yeast 10

Forbes J. P.....Cover 2

Franklin Sugar Refining Co..... 5

Hamilton Corporation, The... 15

Heinz Co., H. J.....Cover 2

Hires Condensed Milk Co....Cover 2

Howe Scale Co. 9

Indexed Coupon Books.....Cover 2

International Harvester Co. of America .....Cover 4

Knox Co., Chas. B..... 5

Lautz Bros. Co.....Cover 2

Manufacturers' Representatives (Association of) 21

Mapleine 8

McCahan Sug. Ref. Co., The W. J., Cover 3

McCray Refrigerator Co..... 17

Moxley, Wm. J.....Cover 4

Nationally Advertised Products..... 10

National Biscuit Co. 19

Philadelphia Electric Co..... 19

Sperry & Hutchinson..... 15

Star Egg Carrier and Tray Mfg. Co., 8

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, F. G..... 17

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 23

Wilkinson's Sons, C..... 23

Sears, Roebuck & Co.'s Scheme to Sell Groceries

In Their Current Grocery Catalogue They Quote Thirty-one Advertised Brands Out of Eight Hundred, and Cut Them All, Obviously to Create the False Impression That Everything in the Book is Equally Cheap. Everything Else is Private Brands and is High-Priced.

Somebody has sent the "Modern Merchant and Grocery World" a copy of Sears, Roebuck & Co.'s special grocery catalogue for May and June, 1916. To a retailer who has to compete with it, it is an exceedingly interesting work. The sugar offer is repeated: 25 pounds of granulated sugar for $1.25 with each $10 worth of groceries not including flour. The price quoted is 5 cents per pound. Sears, Roebuck & Co., if they got into the market at the right time, probably bought at not much more than that, but even if they paid 7 cents, they lose merely 2 cents a pound, or 50 cents on the whole order, of course exclusive of the cost of doing business. They make enough on the $10 order to easily take care of a small loss like that. Any grocer could do the same.

One thing strongly impresses the person who looks through the mail-order grocery catalogue, and that is the exceedingly small number of well known brands handled. Practically everything is under the mail-order concern's own private brands. There are sixty-six pages crowded with grocery and food products, about 800 in all, with only thirty-one advertised brands. The balance are practically all packed under the Sears-Roebuck private brands—Montclair, Kingston and Rivera. These goods can of course be priced at any figure without coming into direct competition with better known brands.

The prices of the mail-order concern's private brands are not especially low. For instance, its Rivera corn, which it sells two dozen for $2, or $1 per dozen. It is not stated where this corn is packed, but it is probably Maine style corn from somewhere and is certainly no bargain at $1 per dozen. Even the smallest grocer could sell two dozen such corn at $2 and make a fine profit.

Domestic quarter oil sardines at 3 cans for 19 cents are another illustration. This is 6⅓ cents a can or $6.34 per case, a very handsome advance over the wholesale price. Of course these were carton goods and cost a little more than regular goods.

Montclair bacon is priced at 29 cents a jar or 86 cents for three jars. There is nothing cheap about that; any grocer can sell bacon as good or better for the same money.

The scheme of Sears, Roebuck & Co. is quite transparent. If they had their own way they would probably keep no advertised brands at all. The few referred to—31 out of 800—are scattered through the catalogue, and every one is cut. Why? So that consumers reading the catalogue will conclude that everything quoted in it is on an equal basis of cheapness. The fact is that the only cheap things in Sears, Roebuck & Co.'s catalogue are the few advertised brands. Everything else is not only not cheap, but it is inclined to be high. Quantity for quantity, and quality for quality, any grocer can beat them.

National Chamber of Commerce Vote on Stevens Bill Ends Next Tuesday, May 16

Special Committee of National Body Thinks Manufacturers Should Have Right to Fix Resale Prices, But by an Amendment to the Federal Trade Commission Act.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
May 12, 1916.

The voting among the members of the National Chamber of Commerce, as to whether a manufacturer of trade-marked merchandise, through the Stevens bill, should be given the right to fix the wholesale and retail price of his product, will end next Tuesday, May 16th.

It is contended by the majority committee that resale prices, under proper restrictions, should be permitted by Federal legislation on trade-marked merchandise. The committee holds that the legislation dealing with this matter should take the form of an amendment to the trade commission act, defining the conditions under which price-cutting is an unfair method of competition, and authorizing the Federal Trade Commission to prevent such price cutting in interstate and foreign commerce. A report opposing such legislation has been submitted by the minority committee.

The special committee under which the vote is being held has expressed itself as agreeing, in the main, with the reasoning of the majority committee. The opinion of this committee is embodied in the recent statement of Justice Holmes: "I cannot believe that in the long run the public will profit by the court permitting knaves to cut reasonable prices for some ulterior purpose of their own, and thus to impair, if not to destroy, the production and sale of articles which is assumed to be desirable that the public should be able to get."

Continuing, the report of the special committee says:—

> We believe, however, that the problem is so complex that, in seeking remedies for the situation as it now exists, it will be necessary in the public interest to proceed with the greatest possible care. We are not willing to put ourselves in position of having our expression of belief in the principle of price maintenance used as sanction for every measure that may be proposed as a remedy for the present situation.
>
> At this time we believe that the worst evil of price cutting can be avoided and the principle involved in price maintenance tested in the light of public interest by legislation defining as unfair competition the predatory cutting of resale prices on identified articles made and sold under competitive conditions.
>
> Section 5 of the Federal Trade Commission Act gives the commission authority to ascertain cases of "unfair methods of competition," and to issue a restraining order. It can appeal to the Federal Courts for enforcement of said order in case it is not complied with.
>
> It is uncertain whether price cutting on identified articles is now included in the jurisdictio Commission as an "unfai of competition."

The committee propos lowing insert in Section Federal Trade Commissi statutory language:—

> In regard to products identified in their sale to lic by name, brand or trad and that are made and s competitive conditions.
>
> No merchant, firm or co shall offer such articles fo a price other than that by the producer for the sale of the articles at re vided the producer has g notice of such price to th by mark upon the article wise); with the purpose of
>
> a. Making it unprofit other retailers to handle ticles.
>
> b. Promoting the sale c stitute or imitation.
>
> c. Attracting trade aw competitors, where the re injure the reputation of cles or the good will of t ducers or materially to i general distribution of sai

Failures Again Fal

April, 1916, Shows Decided ment When Compared w 1915. Stores Fell from S to Twenty-five.

Still further decline in ber of commercial failur lines is to be reported for of April, in comparison same month of 1915. E reported shows a fallin business disasters, son marked, as shoes, rubl trunks, which dropped failures in April, 1915, April, 1916.

The figures are as follo

General Stores—Apri 137; liabilities, $1,094.13 1915. 221; liabilities, $

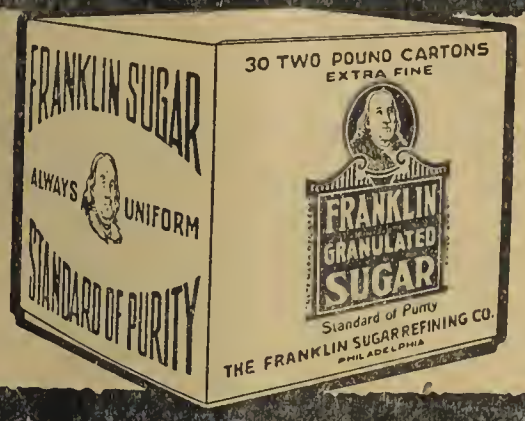
Groceries—April, 1916, bilities, $880,814; April, 1 liabilities, $1,155,721.

Clothing, Etc.—April, liabilities, $766,692; Apr 151; liabilities, $1,248,416.

Dry Goods—April, 1916 bilities, $1,129,217; Apri 116; liabilities, $14,932,135

Hardware—April, 1916, bilities, $233,312; April, 1 liabilities, $671,970.

ELTON J. BUCKL
Editor "Modern Merchant and Grocery
Attorney and Counselor
643-648 Land Title Bu
Philadelphia, Pa.
Telephones { Bell Spruce 2
Keystone Ra



Sugar Points NUMBER "Convenience" 2

FRANKLIN CARTON SUGAR is not only the most convenient to sell because it is packed in sealed, ready-weighed cartons, but the weight per container has also been arranged with thought for the grocer's buying requirements. We pack Franklin Fine Granulated in 2-pound cartons and 5-pound cartons, 60 pounds and 120 pounds to the container; Franklin Dainty Lumps (small cubes) in 1 pound and 2 pound cartons, 48 pounds to the container; Franklin Powdered and Franklin XXXX (Confectioners' Lozenge) in 1 pound cartons, 24 pounds to the container. Therefore Franklin Carton Sugar is easy for you to buy in accordance with the exact needs of your trade.

Made from Sugar Cane—Full Weight Guaranteed

HE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

hen You Dress Your Window Put Both Kinds of Knox Gelatine In It!

Our advertising in the leading women's magazines tells attractive ways in which KNOX GELATINE may be pre-ared and we mention BOTH kinds—the No. 1 Sparkling Gelatine, and the No. 3 Acidulated Gelatine. Women know of he No. 3 package with its envelope of lemon flavor which saves them time and money, and you can make lots of sales by eeping it where they can see it.

This is a great time to push the sale of gelatine because of the high cost of other desserts, and every sale pays you a plendid profit. Make a window display and tie your store up to our big advertising campaign—that's the way to make uick sales and plenty of profits.

How would you like to have us send you some window display material and recipe books?

"THE BIGGEST SELLING GELATINE IN THE UNITED STATES"

New, attractive display advertising matter that is sure to increase sales will be furnished free on request. Write us

ARLES B. KNOX COMPANY, Inc. : Johnstown, New York

WITH THE EDITOR

Somebody sent this paper a printed copy of the annual address —"Review of the Year's Progress" —delivered by President Frank B. Connolly at the New Orleans convention of the National Retail Grocers' Association. I looked through it and being impressed by the abnormally frequent recurrence of the capital "I," I had them counted. There were 76. Nothing, I think, could more clearly exhibit the sort of National President Mr. Connolly has been.

A Vivid Contrast.

A writer in the current number of "Collier's Weekly" in the course of an article on the marvelous development of the Bethlehem Steel Co. within the last few years, which he states is largely due to the careful systematizing of every detail, says this:—

> As I puzzled my head over these complications I could scarcely help but wonder what surprising results might be obtained if the grocer, the dry goods man, the wholesaler, etc., were to adopt some such deeply laid plan of getting the best out of men. Suppose they had a standard cost for every sort of operating item, as the Bethlehem Steel Co. has!

Very probably the man who wrote the above really had no knowledge of conditions in the grocery or the dry goods business. His reference was a mere random shot. But how true his statement is. When you contrast an enormous concern like the Bethlehem Steel Co. carefully figuring, in spite of its millions, the cost of washing a window, with many a retailer who does not even know his cost of doing business, or the cost of delivery, or whether a clerk is making money for the house or not, it is not remarkable that the one concern is making money while so many retailers are not.

A Moral.

I want to reproduce a letter —it has been answered by mail— and to draw from it a moral wholly flattering to this paper:—

———, Pa., May 6, 1916.

To the Editor.

Dear Sir:—We are confronted with a situation on which we would like to have some advice.

I noticed in this week's issue of the "Modern Merchant and Grocery World" the result of a jewelry schemer's action to recover on a promissory note, or rather the action of the third party, which note had been taken in payment for goods from a retailer.

This article appeals to me because on December 8, 1915, a very clever salesman of the Donald-Richard Co., Iowa City, Iowa, managed to get our name on a similar note for $148 for a shipment of perfumes. The third party, who holds the note, has written us several times requesting a settlement, but we refuse payment on the ground that the goods are not what they were represented and that it would be impossible for us to sell them. We have written the Donald-Richard Co. several times, offering to pay them an allowance for the expense of shipping the goods back, but they refuse, on the ground that it is beyond their power to do anything for us, stating that they have disposed of the note.

The note was to be paid in installments of $37 each, starting two months from December 8th.

If you know any thing of this company or its dealings, we would be glad to hear from you advising us what to do in this particular case.

Thanking you in advance, we are,
Yours truly,

* * *

I withhold the name and address because the correspondent did not intend the letter to be published. The point is this: The "Modern Merchant and Grocery World" has several times shown up the Donald-Richard Co. for working the same promissory note game that the other Western tricksters work. The above letter shows clearly how it is done. When the letter reached me I had the writer of it looked up and found that he had subscribed for the paper in February last. The exposure of the Donald-Richard Co. came several months before that, so that the moral, which I draw with becoming modesty, is that if this correspondent had always been a subscriber of this paper—and had consistently read it—he would have saved $148.

Idiotic.

Another new idea has been flung out in the discussion over the pending Stevens bill, which seeks to give manufacturers of trade-marked goods the right to fix wholesale and retail selling prices. It comes from the National Chamber of Commerce, which thinks the thing should be done, not by passing the Stevens bill, but by adding something to the Federal Trade Commission act. What the Chamber thinks should be added appears in another column. It is merely a simple provision forbidding retailers from reselling trade-marked goods below the price fixed by the manufacturer, *where the result is to make the sale of such article unprofitable to other retailers.* There are two other provisions, but I wish to discuss only this one. What an utterly illogical thing it is! An up-to-date grocer who has cut off all needless expense, can afford to sell a given article at 15 cents and make 25 per cent. gross profi scheme of the National Ch Commerce would forbid h it if 15 cents would not l able to some dusty competi because of inefficiency wo to get 18 cents! Does think Congress will pass thing as that? I for one

One Reason for Poor Canned Goods Conditions.

Why couldn't a plan be out by which no retailer permitted—except under conditions—to sell a trad article for less than a certai percentage of profit over cost of doing business? If t practicable it would put ev on his own feet and make depend not on some othe cost, but on his own.

A canned goods packer in another column a nove why canne are low other con are high says it is because the cons is poorer than it should one reason for that is that sale grocers, when packers "living" price, declare a str influence retailers to cut d their orders because "prices high; they will probably be

Undoubtedly a jobber, his salesmen, could do this t is charged with, and if he believes prices are too high be lower, it is his duty t And it should be said that the jobber is right in believ canned goods prices will be no matter what the condit for there is usually some who agrees with him and them, sooner or later.

CORRESPONDENCE.

Another Experience with the Aluminum Scheme.

Wilmington, Del.,
May 11, 1916.

To the Editor.

Dear Sir:—I had an experience with the aluminum ware scheme, which I have seen referred to in your columns several times. A representative of one of the companies came to me some time ago. The idea was that he was to canvass this territory, taking bona fide orders, signers to purchase $40 worth of goods from the merchant or grocer. Then on payment of 48 cents they were to receive a two-piece aluminum roaster. The salesman brought in forty-five orders. I covered the territory canvassed by him, and out of the forty-five orders, only six were bona fide. Several said they had not even seen the salesman. When the representative called on me for payment he was very indignant at the discovery made, but when suit was threatened he calmed down and accepted payment for six pieces only. The same articles were delivered at the price of $2 each.

Butler Bros. at the same time were advertising the same goods at the rate of $9 a dozen, or 75 cents each.

Yours,
J. H. W.

AMONG THE TRADE.

The membership of the Philadelphia Retail Grocers' Association now numbers 1,603, which makes it the largest retail gro- cers' organization in the They think now they c 3,000.

The Philadelphia C Commerce is about to campaign against fraudul ness methods such as we in a recent case which the ber is now consideri sale by a clothing m turer of "all wool" suits were 70 to 80 per cent. ton.

The New York Letter

alifornia Evaporated Peach Combine Arouses Specu- on. Doubles Ruling Prices at the Outset. Coffee vertising Plan Moving Forward. Market Summary.

respondence of "Modern Merchant rocery World."

York, N. Y.,

May 12, 1916.

lerable interest is mani- nong the trade here by rea- he latest California combi- iz., the one to control the nd prices of the 1916 crop rated peaches. The organ- of this combination was d several weeks ago, when ated that it would do noth- the 1915 crop, but would l in 1916. The combina- now been formed and has ening prices on peaches in boxes as follows: 6 cents ce, 6¼ cents for extra nd 6½ cents for fancy. etty nearly twice the price s been ruling for many The one persistently de- hing on the food list has ed peaches, which have the Coast, and in a large much above 3 cents per This is considerably below f production, and yet no- ns to be able to get it up. he trade here believe that rly as many peaches will t around 6 cents as have at around 3 cents, for enough the very low ve not had any material n the consumption.

* * *

special meeting of the al- interests of the United ld under the auspices of al Coffee Roasters' Asso- Chicago last week to dis- coffee advertising cam- ut 85 men were present. Trade Committee, con- three members from the offee Roasters' Associa- Ross W. Weir, F. J. Ach ge S. Wright, and two green coffee trade, viz., ne, Jr., and Carl H. presented its report to- h the plan of an advertis- ign which the committee led. The matter was ally discussed. The re- committee, together with ed plan, and the rec- ons was unanimously adopted, under the following resolutions:

> Resolved, That we unqualifiedly indorse the recommendations and plan of the Joint Trade Committee in charge of the Pro-Coffee National Advertising Campaign.

The following resolution was also adopted:—

> Resolved, That a committee of five be appointed by the president to investigate and report the best method to overcome the difficulties encountered by the retail grocer in building up and holding his coffee business.

Pursuant to the foregoing President Weir appointed the following committee: F. R. Seelye, of Sherman Bros. Co., Chicago; C. W. Brand, of the Widlar Co., Cleveland; E. G. Beeson, National Grocery Co., Detroit; S. H. Holstad, S. H. Holstad & Co., Minneapolis, and W. T. Jones, New Orleans Coffee Co., New Orleans.

Referring again to the subject which occupied the attention of the joint meeting the following resolution was adopted:—

> Resolved, That subject to approval of and acceptance by the Joint Trade Committee, all firms interested in increasing coffee consumption in the United States be invited to join in the coffee advertising propaganda now being instisuted by the allied coffee interests of the United States.

Summarized Market Conditions.

Tea quiet at steady prices. Formosa market opened about 3 cents above last year.—Coffee futures fluctuating slightly every day, but spot coffees of all kinds are exactly the same as about a week ago. Demand dull.—Sugar about unchanged from last week. Granulated quoted up to 7.75 and raws up to 6.75. Demand quiet.—Prunes, after a slight set back, are firm again at very high prices on the Coast for futures. Demand in the East quiet. Raisins and other dried fruits steady to firm and quiet.—Salmon firm. Pink Alaska very scarce and tending higher. Other canned fish unchanged.—Wheat showing slight daily fluctuations but closes the week about unchanged. Flour a shade higher than last week. Demand quiet.

And no one can take it away from Mr. Adam

WE reproduce here a letter printed in the correspondence columns of *The Modern Merchant* under date of September 6, 1916, written by John M. Adam, a member of the American Grocers Society.

Mahanoy City, Pa., Aug. 31, 1915.

To the Editor:—

I would like to say that I have gotten my original investment in the American Grocers Society back several times over since I became a member. Also handling the American Grocers Society's Coffees I have increased my coffee business 50%, while at the same time my profits have been larger than on any other brands which I sold before becoming a member of the American Grocers Society.

Very truly yours,

JOHN M. ADAM.

Would you make 7c a pound profit on a 25c coffee no chain store can sell?

Price Protection is Profit Protection. Every pound of A. G. S. 25c coffee retails for 25c—never less, and *only* A. G. S. members can retail the large line of groceries now put out under the Society's label.

When Mr. Adam builds Good Will on the A. G. S. label he is building a Property for himself—and no one can take it away from him. He states his "coffee business has increased 50%" since stocking A. G. S. brands. This fact is eloquent.

A. G. S. 35C COFFEE 25C PER CAN
A. G. S. 30C COFFEE 22C PER CAN
A. G. S. 25C COFFEE 18C PER CAN

If you would like to know how to go into business with thousands of the best rated grocers in the United States and help solve your chain store problems and get over the discouragement of working for such small profits, write to

LLOYD CURTISS, *Secretary*

for the American Grocers Society, Inc.

31 Clinton St., Newark, N. J.

Men With Sales Ability

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. Sixty-three per cent. of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

SO THEY ASK FOR
MAPLEINE
because there's nothing quite so good in a "Mapley" flavor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

We Are Helping You Sell Chase-O

Every new customer you get on Chase-O makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

The Grocery Markets

Tea.

The tea market has had no sensation during the week except the opening of the new Formosa market on the basis from 2½ to 3 cents above last year's. The main cause of this is higher freights. Spot prices in this country have not been affected by the high future prices. The general line of teas is unchanged and with a fair demand.

Coffee.

Although coffee options have fluctuated more or less during the week, actual coffees are exactly where they were last week. The demand is very light, and all grades of Rio and Santos are ruling the same as at the last report. Milds steady, quiet and unchanged. Java and Mocha unchanged and dull.

Sugar.

The sugar market shows no change from last week, both raws and refined are very firm and with a firm outlook. Granulated is being quoted at 7.65 to 7.75; demand fair.

Syrup and Molasses.

Glucose and all grades of syrup and molasses are unchanged on last week's basis and dull.

Fish.

No new mackerel will be available for about two weeks, and the situation in old mackerel is unchanged from a week ago. Stock is very low and prices very high and firm. Cod, hake and haddock are out of the market for the time being. Salmon is still in active demand and tending upward, particularly pink Alaska salmon, although no change has occurred during the week. Prices on new Columbia River salmon will open shortly, probably on a rather high basis. Some domestic sardines are offered around $2.65 f. o. b. in a large way, which is a shade below the opening point. Demand is not large. Imported sardines still very scarce and firm.

Canned Goods.

Tomatoes are unchanged on last week's basis. Demand fair. Future tomatoes are ranging between 80 and 82½ cents f. o. b. and in a large way, but most sellers want 82½ cents. Corn is firm and tending higher. The demand has been so good that very few packers have large stocks. Peas unchanged and quiet. Apples are inactive and cheap. California canned goods on spot are tending high owing to small stocks on the Coast. A few packers have named prices on a new pack ranging, as to peaches, about 15 cents per dozen higher than a year ago. The high price of tin is one of the causes. California packers generally have not named future prices. Small Eastern staple canned goods unchanged and dull.

Butter.

There is considerable increase in the make of butter and the quality is also showing up much finer. Conditions show that there will be a still further increase in the make, and the quality will also improve as the season advances. The consumptive demand is also improving to a considerable extent, a the market on a much low the business is in much condition.

Eggs.

The receipts of new laid falling off to some extent, market is firm at about ½ dozen higher than a week a consumptive demand remai and not much change is lo under present conditions have warm weather wh affect the quality of the g

Beans and Peas.

Pea beans show a further and the price on spot in way is now $4.15 per bushel; forward it is even higher. rows also show an advance 10 cents per bushel. C limas are still on the same for the last several weeks. and Scotch peas quiet changed.

Cheese.

Stocks of old cheese are duced very rapidly, with consumptive demand, and ket is firm at a price rangi ¼ to ½ cent higher than

Popularity of GOLD DUST means easy sales for you

An enormous demand has been created for Gold Dust because it is a meritorious product, reducing housework to a minimum, and every user is a booster.

You have daily calls for Gold Dust becaue it is used constantly in the home.

The advertising on Gold Dust runs steadily and constantly throughout the year making new customers for you.

The popularity of Gold Dust means more sales and profits for you if you display it in your store. Have you an ample supply on hand?

THE N. K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

New cheese is steady and is old at prices ranging from 1 ts per pound under the price cheese. There is some ex- nand which, no doubt, is re- e for the high price. The tive demand is normal and re price depends consider- the demand for export. ke is likely to be as usual season.

Dried Fruits.

rune market is firmly main- ll of the advance made up present time being main- The pack will undoubtedly and prices on the Coast y high in consequence. and apricots are un- There is much interest in that a new association has med to manage the crop rated California peaches named prices about twice ich have been ruling. Rais- ants and other dried fruits and unchanged.

Provisions.

is a fair consumptive de- everything in the smoked e, at prices ranging from cent per pound over last Pure lard and lard substi- firm at the recent advance, has been no change in the k. The consumptive de- ntinues to be good. Dried rreled pork and canned e steady with a moderate t prices ranging the same eek.

---

setts Organized Retailers s and Reject Metric Sys- em of Weights and Measures.

ssachusetts Retail Grocers' held its annual convention held a discussion of the prac- ation of the metric system to y trade, in connection with which addresses were made by able speakers on both sides of the question, but at the close of which the following resolution was adopted:—

> Resolved, That this association is opposed to the introduction of the metric system in the United States.

Why Are Canned Goods Ruling Below Other Commodities?

Leading Packers are Discussing the Question. One Says It's Because Jobbers Influence Retailers to Curtail Consumption When Prices are Too High. Also Because Packers Keep Prices Unduly Low to Serve Themselves.

A number of the large canned goods packers, through their trade papers, are asking the question why with most other foods and commodities advancing, canned goods are ruling so low. The opinion of one packer, with his suggestions for a remedy, is as follows:—

> We must confess that we are in the dark. With all articles of food extremely high, canned vegetables ought not to sell below cost. This shows an unhealthy condition of affairs.
>
> It is entirely wrong, and there never was a wrong that could not be corrected by concerted action. There are two things that we are up against: the jobber, who is organized, and who endeavors to control prices. If the canner asks a living price, the jobber becomes incensed, and says: "You will not get it." Therefore he goes out to restrict consumption. The retailer is instructed to go slow on corn, peas or what not; he puts the price up to a point that is prohibitive, and the consumption dwindles. The canner who is short on his sales, who has a good trade at profitable figures, does not want to see the price advance for fear the acreage will increase and his trade will be affected. These are sort of "dog-in-the-manger" tactics, and we do not think they are legitimate.
>
> The chain store people are working differently. They buy the goods as low as possible—as a general thing the very best quality—and sell them at a legitimate profit. That they are on the right road is best evidenced by their success. They are increasing rapidly and may prove to tbe the Moses in the canning business.

Pennsylvania Workmen's Compensation Does Not Apply to Lunch Hour.

Workers who are injured during their lunch hour periods cannot recover compensation from their employers unless they can prove that the accident is due to the condition of the premises. This is the decision of the State Compensation Board. Briefly, the Board holds that workers in the lunch hour are not engaged in the furtherance of their employers' business and that, therefore, the employers are not responsible for their mishaps during that period. One case in which this ruling figures concerns Alice Dauer, who was employed in a Harrisburg department store. On March 18th the young woman, after eating her lunch in the store, went to the roof. While walking on the roof she fell, injuring her ankle and shoulder. She tried to recover compensation, but the Board held that she went to the roof for personal reasons and that she was not entitled to compensation unless she could prove that the accident was due to some defect in the roof. This she failed to prove.

THIS RAISIN IS NOW NATIONALLY KNOWN

SUN-MAID Raisins

We are telling millions of people every month about Sun-Maid Raisins—the luscious, plump, meaty, tender, white California muscat raisins, sun-cured in the open vineyards, seeded, and sent fresh throughout the country in this sealed pound carton. We are telling these millions of people how good this delicious raisin is, and creating a new appetite for this fruit food. And we are telling these millions of people news that surprises them about the unguessed food value of this fruit food, making them appreciate this rich California contribution to the food wealth of a nation. All this is stimulating the use of raisins—and the people want to use this kind of raisins—the SUN-MAID Raisin, because it is the kind they are hearing about.

Write us for full information and dealer's helps.

CALIFORNIA ASSOCIATED RAISIN CO.

Hearst Building Chicago | Membership, 8000 Growers FRESNO, CALIFORNIA | 113 Hudson St. New York

Let us stop the leaks

"A HOLE'S the worst thing in a pocket," blubbered the small boy when he found his penny had dropped through. And the worst thing in ordinary store refrigerators is the leak-holes around the *door*.

The double air-lock doors of ***Howe Refrigerators*** will save 20 per cent. of your ice-money next summer.

Write ***to-day*** and let us show you how they are built.

HOWE SCALE COMPANY, 508 Market St., Philadelphia

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Kraft Bags.—Thirty-five pound Kraft bags are now worth $12 a thousand—about 1¼ cents each. People nowadays want their packages "in one bag;" use a double sheet Manilla paper instead, not always, of course, but oftener than you have been doing it, thus saving one-third the expense. Overhead charges are constantly on the increase, while profits practically remain unchanged.

Make yourself a real assistant to your employer by putting yourself in his place.

* * *

Don't Take Shakespeare Seriously—When he makes Brutus say to Cassius, "There is a time in the affairs of men which, taken at the flood, leads on to fortune; omitted all the voyage of their lives is bound in shallows and in miseries."

It is not true. Shakespeare's dictum is out of tune with modern thought and modern experience. There are many "tides." Should your bark fail to float on to-day's, there will be another to-morrow, and a hundred others to follow. The important thing is preparedness. Make yourself fit. Merit wins. But this thought that opportunity knocks only once at a man's door is rot. It was conceived and preached and no doubt religiously acknowledged in the pessimistic age.

Every day is an opportunity day. At the same time every day should find you better equipped morally, better equipped intellectually, better equipped from the standpoint of business efficiency than yesterday.

* * *

Work is the thing. Work and faith in yourself is the expression of divinity You are not a worm of the dust and you are far from "poor and needy."

This humble thought habit is a bad thing for any young man to get into. Expect the best, work for the best, but don't imagine for a minute that you can ever *think* yourself into the best, with all deference to the rosy articles of the New Thoughters.

* * *

Unfair Hotel Competition.—A certain hotel and restaurant solicitor representing a retail firm in his respective territory ran up against warm competition last week. It was at a country hotel where he had sold those people a certain brand of extra sifted peas for a number of years—wouldn't look at any other brand. A drummer from a New York jobbing house wanted the business and cut the price on the above goods so deep that there was nothing in it for the dealer.

Instances of this kind are common, and you should report every case you know about to your firm, so that the business of your firm may be withdrawn from your "competitor."

Cream of Wheat Co. Gets Injunction Against California Retailer.

The Cream of Wheat Co. has obtained an injunction against H. G. Chaffee, a chain store proprietor of Los Angeles, Cal., forbidding him from advertising or selling anything as Cream of Wheat except the product of the Cream of Wheat Co. Affidavits by H. G. Chaffee and A. L. Hadley, president and manager respectively of the defendant company, were presented asserting that at no time in the history of the organization had clerks been instructed or permitted to substitute middlings wilfully for Cream of Wheat. Both affidavits show that at monthly meetings of managers the matter of substitution had often been discussed, and always instructions had been given never to let a customer go away from the store believing she was getting one product when in fact it was another. Instances cited by the Cream of Wheat Co. where detectives had a Cream of Wheat at Chaffee s had received middlings, Ger Primrose wheat, were declar merely errors or disobedienc part of employees. The claim ther put forth that many time ers who call for Cream of Wh did not want the Cream of Wh by the Minneapolis company, b want and expect to get middlin

Read The Advertising W

for new and practical advertising ideas i lines of trade. Its dictionary of head ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columb

One of th Best Selle

¶ From Portland, Ma to Portland, Oregon,

Fleischmann's Ye

will be found on sale the "grocer's."

¶ It's the same yeast cake its tin foil and yellow label- same regular deliveries an pendable service.

¶ **Fleischmann's Yea** one of America's "Best Selle

A retailer who thought it good business once to throw out nationally advertised brands, was brought to his senses by being shown a newstand full of magazines, and being reminded that he was deliberately throwing away all the thousands of pages of manufacturers' advertising in them.

All of which, if he sold nationally advertised goods, would be in a measure his.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedar Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Dom ino Products"

BURK'S
Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S
Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA

"S. & H." Green Stamps

"Hamilton COUPONS" "The Sperry Magazine"

THE TRIPLE APPEAL

¶ A CANVASS of the millions of thrifty shoppers who annually benefit through the "Sperry" Service would convince any wise Dealer why this "extra inducement" produces the best kind of business and holds it!

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

How They Get Away With It.

D'ye know, I often wonder how business people got along reading as little stuff as they do.

Some of 'em read blamed near nothin'!

And there's whole oceans of stuff to read, you know. Ain't any excuse any more for not finding stuff enough to read.

Why I stood in front of a news stand in a railroad station the other day and just sized up the bunch of magazines and papers there was for sale there. I'll bet there was a thousand! They even had a magazine there called "Table Etiquette." What d'ye know about that? I suppose it tells how to eat at the table. Who don't know that? When I have to buy a magazine to know how to eat, it'll be when both my arms are gone. The way to eat is to first get the victuals and then get the victuals into your face. What difference does it make whether you get 'em in with a knife or a fork or your fingers? They do just as much good, don't they?

I heard a woman at our house not long ago telling that it wasn't style any more to get soup up by pulling the spoon toward you! The nifty thing to do was to push it away from you! Gee! I suppose she'd been giving a good bit of deep thought to that.

Different people see those things different. I myself think there ain't anything as good to eat soup with as a neat sponge.

But to get back to where I started from, I know some business people that don't read anything but newspapers. And they seem to get away with it. I mean in their business. Some of 'em don't even read a trade paper. They'll see a newspaper once a day and that's all.

I read the "Saturday Evening Post" on trains a good bit and there's some bully articles in there about business. Some of 'em are written by inmates of an old lady's home and they don't get across very well, but they ain't all that way. Most of 'em are good stuff. They almost sound as if I wrote 'em.

I read one on the mail-order scheme the other day and that afternoon I asked one of my customers if he'd seen it.

"No, I didn't," he said. "I don't take the 'Saturday Evening Post.'"

"What magazines do you take, Bill?" I asked him.

"The wife takes the 'Ladies' Home Journal,'" he said.

"That all?"

"That's about all. Once in a while I buy 'Munsey's'."

"How do you get along without reading any more than that?" I asked.

"I don't get time to read much," he said, "I'm pretty well played out when I shut up the store."

And I'll bet a dollar he snoozes most of the evenings. A peach of a pal for his family a man is that does that night after night, ain't he? Some of 'em do it because it's a fact that they're plumb tired out, but a lot more do it because they ain't interested in reading—they ain't got anything in the house to read, if you ask me—and they're *lazy*. That's it, just plumb lazy.

Can't tell me a fellow gets much out of life that way.

You know you've got to run business to-day a heap different than you did fifty years ago. There wasn't any mail-order houses or any chain stores, or any economy stores then. You could get along without much sweating then. But it ain't like that now. Nowadays a fellow's got to know more and he's got to see further. He's got to see outside of his town and into the places where big business is doing. That's as sure as you live! And if he won't do that, but just buttons himself up in a little pair of blinders, he's going to crumple right up the minute any real competition strikes him. He ain't prepared. He don't know anything and down he goes.

Take it from me, the chain store people ain't that kind. They're out to learn all the time. They're all ears to hear and all eyes to see. They're looking all ways at once and anybody that can write or tell 'em anything about their business finds the door wide open all the time.

Why for a little fellow that never reads anything outside of his paper and goes dead to the world an hour after he's had his supper, to try to fight somebody like that, is plumb ridiculous. It can't be done. One of 'em's got hold of everything he can to fight with and the other ain't got anything. It's a cinch how *that* fight'll come out.

I saw a little fight last winter between a chain store and one of these little snoozers that don't read anything. It pretty near put the little fellow out of business.

It was a cutting match. Fool thing to do anyway, with a chain store, because they can always cut worse than you can.

The little fellow that was in this fight is a lively boy, but he's plumb ignorant and he ain't ever tried to give himself anything to fight with. He started the fight by cutting on two or three things. The chain store went right back with a cent lower. But here was the point: The chain store knew all about its cost of doing business and it knew just how deep it could go before it started to lose money. The other man didn't. He told me himself once he didn't need to figure out what it cost him to do business. He could play safe without that, all right.

The chain store just kept pushing him down until he was below his cost and when every package he sold meant some blood out of his heart. He didn't know it but they did and when he woke up a where he'd been he was on th

I told him. I said, "Don't what they've been doing to they've simply played you sucker. It ain't their fault it's yours—you started it. they know a good bit close you do what it's costing you this business and they kn minute when you went abov

"I'll get 'em yet," he said.

"Yes, you'll get 'em yet!" "you may get 'em as pallb You won't get 'em any oth till you start in to learn so about your business," I said gave it to him good.

Wasn't it the plumb crazie you ever hear?

THE STRO

Pennsylvania Organiz Notes.

Mr. Smedley addressed the ford Retail Grocers' Associa May 1st. After the business meeting had been disposed of t bers adjourned to the Casino, moving picture show was enjo Diamond Match Co. being the

A film showing the makin match from felling the trees to ished products was much enjo

* * *

On May 3d Mr. Smedley was er at the seventh annual banqu Montrose Business Men's Ass The banquet was held in Colo and 200 persons were prese L. McLean Wilson was toastma the following toasts were respo "Montrose and the County," M cis R. Cope, Jr.; "The Spiri Times," William Smedley; "A Mr. Leslie M. Wilson, of Bin N. Y. Music was furnished b phony male chorus. Altogethe a delightful affair. The comm charge consisted of H. E. Coo D. Cruser, Nelson C. Warne W. Oakley and Lee G. Hamli

* * *

On May 4th, at 9.30 A. Smedley addressed the Montro ness Men's Association at the Building. Steps were taken to county association. A further will be held in June.

* * *

On May 5th Mr. Smedley a the jobbers' salesmen of Wilk and plans were made to hold meeting of retail grocers on M It is expected that this will event.

* * *

All towns are getting ready f Roads Day on May 25th. Goo mean good business.

* * *

On May 5th the Merchants' of Reading heard John W. Ha retary of the National Trade tion in opposition to the Ashurst Bill now before Congr

What Vogt Quality Means

The consummation of an ideal
Quality in Pork and Beef Products
The purity of the finished article is of first importance

ams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

ogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

Your customers

steadily cling to **Fels-Naptha** because it not only does just what its makers claim, when directions are followed, but its high *quality* has always been carefully kept strictly uniform. Women know they may *depend* on the **Fels-Naptha** way.

Fels & Co.
PHILADELPHIA

Foods Attractively Displayed Sell Quickly

The more appetizingly you display your perishable foods the more inviting they will be. Your customers will readily buy additional edibles if you display these foods attractively and keep them fresh and palatable.

Correct refrigeration in nicely built counters or cases will accomplish this for you. In addition the preservation of these perishable foods will wipe out a good part of your loss through waste and spoilage.

McCray Grocers' Refrigerators

The McCray keeps all perishable products in perfect condition—attractively displayed, of easy access for your clerks and easy selection for your customers.

The McCray patented system of refrigeration produces a circula-on of pure, dry air in every compartment. All odors and moisture are itomatically discharged, through a water-sealed drain pipe. Food is ept absolutely fresh, wholesome and enticing. All danger of taint and oiling from contact with other foods is eliminated. The McCray com-ies with all legal requirements in regard to the display of perishable od products.

The McCray may be arranged for either ice or mechanical refrigera-on. We have them in a large variety of stock sizes or built to order to any space or store arrangement.

Ask Us To Send You the Following Catalogs:

o. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and Gen. Storage.*
o. 92—Regular Sizes for Residences. *No. 50—For Hotels and Restaurants.*

cCRAY REFRIGERATOR CO., 636 Lake St., Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Grocery of August Schęele & Co., Elgin, Ill.

No. 363.—One Case Showing How Courts Are Interfering With Business.

I have obtained a copy of the decree which was entered recently in one of the latest anti-monopoly and restraint of competition suits brought by the United States Government. The extent to which it interferes with the conduct of business is rather amazing. Some of the acts which are now enjoined against are being continually done, in one form or another—thousands of times every day.

It does not follow that the court's injunction now makes these acts illegal when done by everybody. The defendant in the case referred to was the largest factor in its field; in fact, the dominant factor. As I have often explained, it makes a great difference whether a thing is done by a firm which practically controls its field, or by one not in control.

In order to show the business world where the law is drifting in these matters, and so afford everybody a chance to get used to it and prepare, I have digested the decree in question and here present a brief summary of its various paragraphs. The original decree is too long and too copious in its verbiage to reproduce. I do not mention the manufacturer's name or his device, for I have no intention of becoming personal in these articles:—

> That the defendants, * * * their employees, agents and servants, * * * be and they hereby are jointly and severally enjoined and restrained as follows:—
>
> a.—From persuading or inducing, etc., the purchaser of a competitive device to go back on his bargain.

This is under the principle that for a third person to interfere with the contracts of others is illegal. Nevertheless, under the stress of modern competition thousands of business men are this minute trying to wean customers away from competitors' products.

> b.—From watching a competitor's salesman to see where he goes, so as to learn who his prospects are, and then going after them and trying to kill sales.
>
> c.—From trying to get a competitor's employee or ex-employee to give up his former employer's secrets.
>
> d.—From trying to coax a competitor's employee to give up his position, or a competitor's agent to give up his line, and subsequently employing him.
>
> e.—From using any trade secrets or business confidences about a competitor's business which shall have been obtained from any of that competitor's ex-employees, if the ex-employee obtained the information by reason of his former employment.

I regard the last as one of the most remarkable features of the decree. It is perfectly proper that a salesman whom you have employed and who by reason of that employment has come to know some of your confidential matters, should be prevented from disclosing his knowledge to a competitor. But there are limits to this, and moreover, consider the salesman. In many cases, if this is to be literally enforced, it will prevent a salesman who changes employers from using the general information which he obtained while in his former position, and which he could with perfect propriety use and disclose in his new one.

> f.—From making or selling any device made to look like a competitor's, for the purpose of preventing sales of a competitor's device, or persuading the owner of a competitive device to substitute the similar device for that.
>
> g.—From taking competitive devices in trade for the defendant's and then reselling them, not for the purpose of getting as high a price as possible, but for the purpose of preventing sales of a competitor's new machines.
>
> h.—From selling competitive machines taken in trade, in such a way as to purposely undersell the competitor and drive him from business.

The provisions of g and h are perhaps even more remarkable than those already commented upon. Almost everybody selling a machine or a store appliance, in order to get it in, will take old competitive similar ones in trade. The law has never before taken any notice of what he did with it or what he got for it if he sold it again. Yet this decree gives a rival manufacturer the right to inquire into the manner in which the thing is disposed of after it has been taken in trade. Certainly this introduces a complication into modern business methods which may prove troublesome.

> i.—From employing men to prevent sales of competitive devices.
>
> j.—(Practically a reprodu
> b.)
>
> k.—From circulating sta
> regarding a competitor's s
> or the efficiency of his devic
> the object is to prevent s
> his devices, or when the sta
> are misrepresentations.

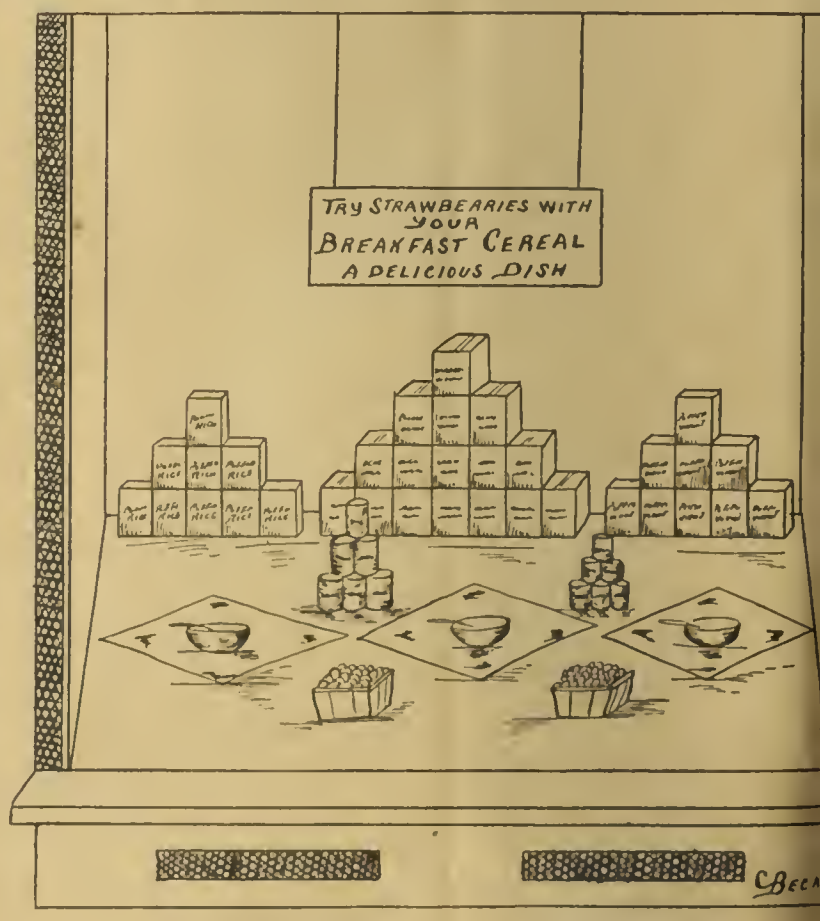
In other words, even th competitor *is* insolvent, or *is* worthless, one cannot the object is to prevent sa product, not even if the tel may save a pending custo ous loss.

> o.—From frightening who has bought a competit vice by threatening to sue of alleged infringement of unless the claim of infri has been sustained in court

The above (o) is a comm tice among rival manufact discussed it in a recent a is often grossly unfair well stop.

There are a few more pa but they concern only such as stock controls, dummy ies, and so on.

Weekly Window Display Suggestio



Cereal Window Display.

As the season for strawberries with cereal will soon be here, a display like this would be a good way to suggest it. To arrange, c floor of the window with a pale shade of green crepe paper. P large boxes of choice strawberries directly in front. In back of the three paper napkins, and on each one place a bowl containing some such as Puffed Rice, Shredded Wheat Biscuits and Puffed Wheat. these arrange two pyramids of evaporated milk—the 5 and 10-cent si the extreme rear, arrange pyramids of the cereals shown in the dish pend a large sign card with lettering as illustrated.

THE VALUE OF BRIGHT STORES

The difficulty of mak- g a sale—whether it e dry goods or vege- bles, jewelry or shoes increased tenfold in poorly lighted store. ther things being jual, the Electrically ghted shop will do ore business than the ore which uses other uminants. "Indoor aylight" can only be otained by the use of azda Electric lamps.

Philadelphia Electric Co.
Tenth and Chestnut Streets

per Lawn Mower

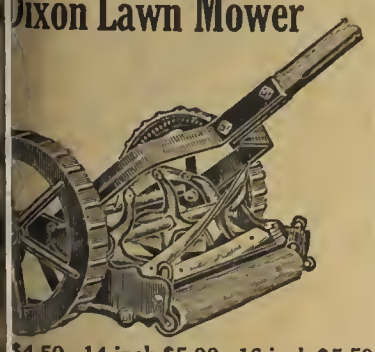
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

12-inch	$ 4.50
15-inch	5.00
18-inch	5.50
21-inch	6.00
lower, 24-inch	13.50

Dixon Lawn Mower



$4.50 14-inch $5.00 16-inch $5.50
8-inch $6.00 20-inch $6.50

Thrust, Ball Bearing, Guaranteed in ay and Dust Proof. Both the upper r knives are crucible steel. Wheels ches high and the gear is on the inside he wheels, giving great power and The real knife is 6½ inches in diame- four blades. The lower bed knife is lip steel and fastened to floating knife his bed knife bar rests on tie rod that le back ends of the mower rigidly

PER LAWN MOWER CO.
DIXON, ILLINOIS

If a manufacturer is large enough to be subject to the charge of interfering with his competitors at all, he may well, after reading this decree, wonder what he can do that will be absolutely safe.

(Copyright, May, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

High Sugar and Tin, War Embargoes and Insufficient Transportation, Make Coming California Canned Goods Season Uncertain.

Hawaiian Pineapple Will Be Fifteen to Twenty Per Cent. Higher and Several Lines of California Canned Goods Bid Fair to Be Short and High.

Several extraordinary conditions, notably the war, the high price of sugar and the advance in tin, have combined to make the coming season for California canned goods and Hawaiian pineapple decidedly uncertain. One of the leading California packers has sent the following statement of the situation to his Eastern representatives:—

The coming season's pack of pineapple will be far short of last year. This shortage is conservatively estimated by the most experienced and reliable field men at 500,000 cases. The low and unprofitable market of the past two years has discouraged planting and it is certain that the pack of 1917 will be short of 1916. The advancing sugar market and freight rates from Honolulu still further strengthens the market.

Until the freight rates and market are established no one can figure costs. The delays in shipping from Hawaii will be serious this season, as twenty-three of the twenty-six steamers of the American Hawaiian S. S. Co. are chartered out for business elsewhere—as are all the steamers of the Pacific Mail.

There can be no question but what cherries and apricots have been injured and that the crops on these varieties will be below normal. The shipping demand is strong and the pack will be light. Other varieties of California fruits promise well, although we are not yet out of the woods.

While the newspapers have exploited the British embargo as affecting canned fruits and dried fruits, it is the declared intention to raise the embargo in time to receive shipments from the new crop. So far as canned fruits are concerned, the British market has handled chiefly apricots and pears, and comparatively few peaches. If the embargo continues it will undoubtedly curtail the pack of apricots and pears, in which our domestic trade is not so greatly interested.

With the absolute clean-up of last year's pack of peaches in the hands of packers, as well as in the hands of the larger buyers, we have reason to anticipate a good market on this variety.

It is said that the advance in Hawaiian pineapple will be from 15 to 20 per cent., due to the factors above referred to.

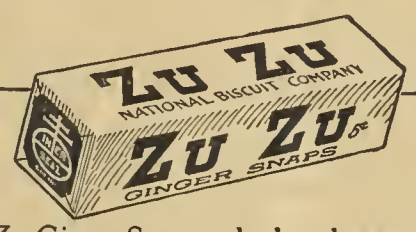
Appearance Counts

Every grocer should appreciate fully how much the appearance of things has to do with successful storekeeping.

National Biscuit Company products in the well-known In-er-seal Trade Mark packages and the attractive glass-front cans are a bright spot in any store.

They are profitable reminders—they remind customers to *buy*. National Biscuit Company products have established and maintained a quality that is unapproached in the baking of crackers, cookies, wafers, snaps, cakes and jumbles.

Make the appearance of things in your store a selling factor by stocking with a complete assortment of N. B. C. biscuit.

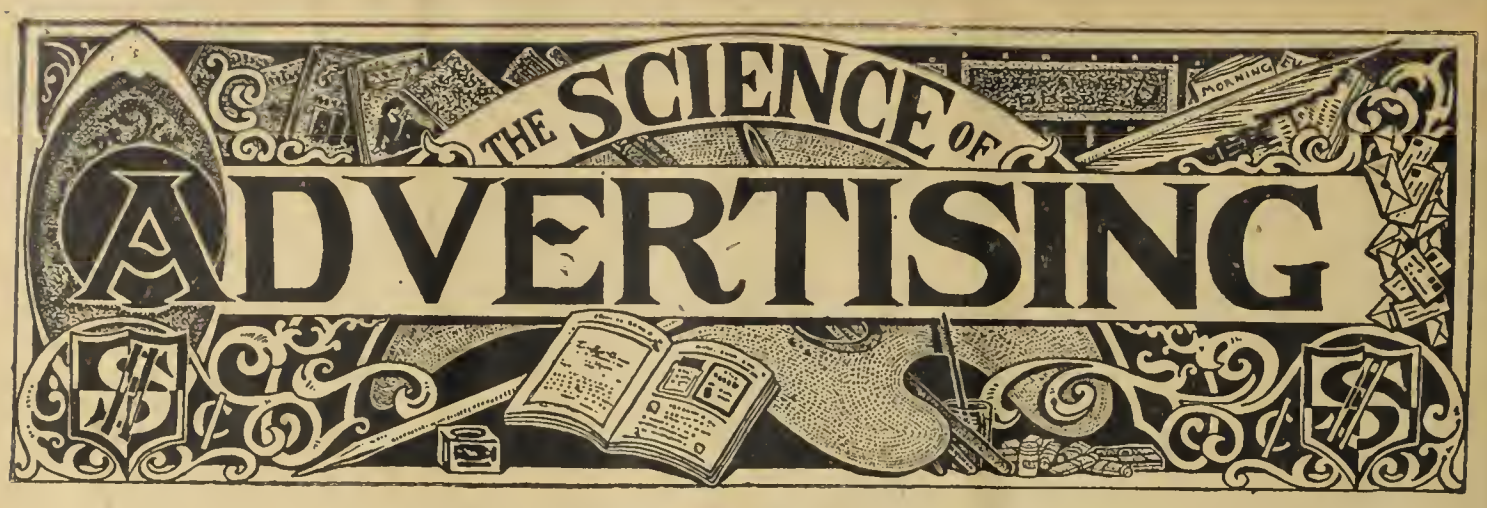


Zu Zu Ginger Snaps—the best known, largest selling, most widely distributed ginger snaps.

NATIONAL BISCUIT COMPANY

Big Year for Home-made Beet Granulated Sugar.

The annual report of the American Beet Sugar Co. for the twelve months ended March 31st last shows gross earnings of $10,479,293, an increase of $2,174,870 and a total income of $3,174,831, an increase of $1,573,188. The company distributed $900,000 in the way of dividends on the common stock, after which there was a balance of $1,974,831, an increase of $673,188. The report states that on March 31st unsold stocks of beet sugar in first hands were reduced to about 2,500,000 bags, as compared with 5,500,000 bags on the same date a year ago. This limited supply is now being distributed gradually in Western territories and will be practically exhausted before the next California production is ready for the market. During the coming year the company will farm 12,761 acres, and 14,326 acres will be farmed by tenants. The company also has a balance of 22,852 acres, consisting of factory sites, undeveloped waste and range lands, 11,275 acres of the latter being under lease near Rocky Ford and 633 acres near Lamar, which are used for grazing purposes for its live stock. There will be 12,199 acres planted to beets, 6,376 acres planted to alfalfa and other hay crops, and 8,512 acres planted to barley, wheat, oats and other grain crops. In California, where practically all the acreage is contracted, there will be planted 48,033 acres, compared with 34,371 acres last year. In Colorado, where planting has not been started, there have been 25,062 acres contracted, as against 21,501 acres last year. At Grand Island there are 5,474 acres contracted, compared with 4,768 acres last year.



I have from W. H. First & Son, Oil City, Pa., a clipped newspaper advertisement which they used during Easter week in their local paper. Here is the reproduction:—

First

EASTER WEEK SPECIALS.

2,000 New Easter Cards (choice)..	1c
New Easter Booklets	5c
Paas Egg Dyes (tablets).....	5c
Fresh Eggs from the farm	24c
York State Bartlett Pears (extras)	15c
Sliced Cali. Peaches, two cans....	25c
Red Pitted Cherries per can	15c
2 Cans "Sunbrite" Cleanser.....	10c

Introductory offer—one can free.
Creamesota and Perfection Flours, Every Sack Guaranteed.
¼-Barrel Sack $1.80
⅛-Barrel Sack 90c

EXTRA SPECIALS FRIDAY AND SATURDAY.

Ward's Hot X-Buns, 1 doz. in cartons 12c
Ward's Fine Cakes.
Full Supply of Green Vegetables.
Strawberries.

Phone us your orders.
We Serve U Rite.
Phones 388. 407 E. Second St.

This advertisement measured just about the same space in the original that it measures in my reproduction—four inches single column. It may be that the prices quoted here as specials are so much below the Oil City prices that they would prove attractive, but even if they are, I should not expect them to get much results through this advertisement, for they are set up in much too insignificant a fashion. The only conspicuous thing about the advertisement is the name and that is not enough to get the advertisement read. "One Can Free" would have been a much more appealing head, leading the advertisement with the Sunbrite Cleaner item and then following with the rest. If these are price cuts, the regular prices should have been given, particularly as most of the prices quoted don't seem like cut prices. Figures like 25, 15 and 10 never *seem* like cut prices, although they may mean much deeper cuts than the 8, 13 or 23 cents that sound so much more like cuts. Messrs. First & Son have really taken the strongest point of their advertisement—the free offer of polish—and buried it in the heart of the matter, giving the space that should have gone to it to their own name. They should ask themselves this question: Which is likely to be more attractive to consumers—an offer of a can of polish free, or the display of their own name? Which is likely to get more people to the store or to get the advertisement read? It follows that whatever First & Son decide is the most appealing should have been used as the heading.

* * *

So much for the matter of this advertisement. As for the typographical appearance, it also could have been much improved. Type different from the regular small body type of the paper should have been used, and a border might with advantage have been put around it. The advertisement is really too small for the amount of matter there is in it. You could take same matter precisely and dispose of it to much better advantage in double this space—four inches double column instead of four inches single. The advertisement would have stood out of the page then. I can't imagine that it did so as displayed, although without doubt the name did.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Written for the "Modern Merchant and Grocery World."

Are Spices In for a Heavy War Advance?

Summary of the Situation Would Seem to Point to That Conclusion. Stocks in This Country Light and Imports Seriously Interfered With by War.

From information gathered it seems that the country is apt to see a big rise in the price of spices in the not-distant future, and that merchants, grinders and dealers will soon find themselves facing a lack of supplies which they cannot replenish and a very high market for the few they may be able to secure.

Pepper is selling in Holland for 75 cents per pound, and we have information that in Germany it is $1.25 per pound.

The Allies will not allow Holland and other nearby neutral countries to get spices without a pledge that they will not be reshipped into the countries with which they are at war.

When we need any goods from the Far East we are compelled to sign an agreement similar to the following:—

To the British Consul:—
We, the undersigned make oath and formally bind ourselves and this corporation, without reserve or restriction, that neither the goods in question (spice, seeds, herbs, leaves, or drugs) nor any products or manufacture thereof will be re-exported from the United States or utilized in any way to the advantage of any country at war with the United Kingdom. This obligation to hold good during the present European war.

London, which is the greatest spice market of the world, is barer of spices to-day than it has been for forty years. Havre (France), another great market, has hardly more than the city itself and nearby territory needs. Holland, Germany, Austria and Turkey are all nearly out of spices.

South America, Mexico, Central America and the Islands, also a portion of South Africa, were f
supplied by London, Am
and Havre, which markets
the condition stated above
available to them, and a
drawing their supplies fr
United States.

From the best informatio
are less spices in New York
more, San Francisco an
ports of entry in the Unite
than for the past thirty y

Holland, England and
have placed embargoes on
the food products which th
merly grew and shipped
country. Food products g
are being held at home in
turbed countries. There
few ships to bring goods
they were obtainable. Ther
than one-twelfth of the sh
nage afloat which was in
service prior to the war an
numbers of merchant vesse
taining spices have been su

Many seeds and spices
ready from 100 to 200 pe
higher than before the wa
even now under the war co
they are not so high as m
them have been heretofore,
to short crops and other dis
factors.

All branches of the trad
awaken when too late to t
that there are not enough sp
America to cover requiremen
until September 1st, at whic
the heavy fall trade will beg
many of these goods are
certain to take a rocket-like j
the time when they are most

W. M. McCORM
Baltimore, Md., May 11, 1

One Odd Effect of War in Eu

The relegation of soap to the
gory of by-products of soap f
is one of the anomalies wrought
war in Europe. Glycerin is n
product of chief value made at
soap works, although its manufac
only incidental to the soap-m
processes. This reversal of the
order of things has been due, of c
to the demand for glycerin in the
facture of munitions, of which it
important constituent; and Briti
makers are faced with the neces
finding new or larger outlets f
wares, not so much, in the first ins
to sell more soap, as to secure
creased yield of glycerin.

Window Display Free.

Have you made that window d
of Chase-O yet? This firm has
tractive display which will connec
with the advertising they are now
Chase-O is a washing crystal that
wonderful work; a sure repeater
good profit.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

If You Want to Deal With the Best Salesmen

The manufacturers using the stamps on specialty orders are so anxious to have the transaction honest and fair from the beginning, that they make every salesman sign a written agreement that he will take only genuine orders and will handle them with the utmost straightforwardness in every detail.

You have no idea how that one thing has helped to keep out the dishonest salesman, who used to prey on retailers.

The retailer who refuses to sign specialty orders unless they bear a specialty stamp, like one of the two shown above, will unquestionably deal with a better class of salesmen than if he paid no attention to the stamp.

Besides the safety insurance in this, it is a tremendous satisfaction.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 95.

I have 100 cases half-pound Invincible Brand Chinook Salmon. This salmon is guaranteed to be in a first-class condition. I would like very much to dispose of it at 75 cents per dozen. I trust that I may be able to do so through your valuable column.

Address E. J. B., care "Modern Merchant and Grocery World," Philadelphia.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 poun
pacity; good condition; cost $2
sell for $8.

Have closed one of our stor
have no use for them.

Jos. Losowski & So
Trenton, N

Offer No. 121.

I have for sale one 360-Account
System, in good condition; cos
will sell for $50, or will exchan
good store refrigerator.

Also have 100 cans of Ammo (
seller); will sell for 5 cents per

Also 50 pounds of Black Tea.
me an offer.

J. S. LYDIA
419 Penna. Ave., E., Warren,

Offer No. 122.

As I am closing out the paint
ness, I will offer my entire
of about 125 gallons, in g
one-half gallons, one-quart and
pint cans. Most of this paint
year's goods. Guaranteed t be i
class shape; labels and cans as g
new. It is Harrison's Town and
try paint, one of the best paints
All A No. 1 shades, guarantee
salable colors. Write for pric
color card, as it will be a barga
some one.

W. H. MEISENHELT
29 W. Philadelphia St., York,

Offer No. 123.

A National Cash Register, like
that registers from 1 cent to $9.9
three drawers, also a device for
ing out profit sharing receipts, a
cellent substitute for trading st
will include about twenty rolls o
strip paper and six rolls of detail
all for $175 cash, f. o. b. Reading

ELMER E. M. YEIC
738 N. Sixth St., Reading,

Offer No. 125.

I have fifty cases of a Crushed
more than I will need for my
and wish to offer it for sale in the
change Department." It is a Ma
crushed corn, Proclamation brand.
sell for 60 cents a dozen. Will
any quantity.

T. J. M.,
927 Arch St., Philadelp

Offer No. 126.

I have twenty cases of Royal Q
Evaporated Apples; will sell for 4
a package, there being 48 packa
each case; this year's stock; ca
as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N

Offer No. 128.

500 boxes Rennet Powder, box
one dozen 10-cent bottles; ma
London, England. Make best
Sample can be seen at this office
Arch St., Philadelphia, or will
one box on receipt of 70 cent
stamps.

ROBERTSON,
286 Greenwich St., New York C

**Important Notice to those Advert
in the Exchange Department**

If the goods advertised do not
after four weeks, will the owner k
notify us, so that the offer may be
continued? We desire to keep the
partment as clean and fresh as poss
and if goods don't move in four w
they will probably not move at all.

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

FOR SALE OR RENT

BUSINESS OPPORTUNITIES.

FOR SALE.—An old-established general merchandise business, in good mill town of over 5,000, glass houses, by-product coke plant, sand and block quarries; did $37,000 last year; stock and fixtures at invoice; reasonable discount. Will sell brick business block located on trolley line and near three railroads, Western Maryland locating shops and yards near the town. Address Geo. H. Swearingen, Dunbar, Pa. 24

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

FOR SALE.—White Mountain refrigerator, white enamel lined, ice capacity 300 pounds; fine condition; cost $100, will sell reasonable, as I have no use for it. Call or address J. Freas Jones, Rossiter, Pa. 25

FOR SALE.—Stimpson Computing Scale, No. 100, used only a short time and in first-class condition; looks like new; cost $130, will sell for $60. Address E. M. Clammer, 422 Dougiass St., Reading, Pa. 24

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

HELP WANTED

WANTED.—About the 15th of May, a young man experienced in groceries and vegetables, capable of operating a Ford car; good salary to right man. Address Samuel Shils, 43 N. Iowa Ave., Atlantic City, N. J. 20

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

WANTED.—Experienced groceryman to take charge of sales department of established chain of retail grocery stores. State experience and references. Address X Y Z, care Grocery World Publication Co., 927 Arch St., Philadelphia. 25

WANTED

WANTED.—Agency wanted for good grocery article. Address H. Moritz, 1788 Fullon Road, Cleveland, Ohio. 20

This Space Reserved

for

C. Wilkinson's Sons

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut , Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La ange, Ill. (tf)

American Aluminum Mfg. Co., Le- nt, Ill.

Buckeye Aluminum Co., Wooster, io.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut , Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washing- . St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant and Grocery World Prices--Curre

CORRECTED WEEKLY, MAY 15, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Sugar
Tea
Coffee
Paper
Provisions
City Pure Lard

DECLINES.

Butter
Flour
Fresh Fish

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

Formosa—	Per lb.	
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.23
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, In 25-lb. cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C, Formosa Oolong or Mixed, 10c. 2-oz tins, per doz.			.90
Sunflower, I. and C, Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.....
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	.75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.19¾
Maracaibo, extra fancy	.18¼
Santos, Peaberry, extra fancy	.16
Santos, extra fancy	.16½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box		4.15
Tomson-Hummels, tin, ½ gross ...per gross		2.60
" Imp., ½ gross.... "		2.15
Floto's, Improved, ½ gross.... "		2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs...per box	2.25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl...per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	
Creamery specials	
" extra, 60-lb. tubs	
" first, " "	
" second, " "	
" third, " "	
" dairy, extra, bakers' use, 30–60 lbs.	
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. bozes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box, per b	

JARS AND JAR RUBBE

Mason's—	
Half gallons	
Quarts	
Pints	
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz. cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boz	
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.....per do	

CATSUP.

Snider's—	
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	
Small, 25 bottles	
Medium, 25 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

ed Beans—	
tter's	.95
& M., No. 2	.95
mpbell's, 16 oz., tomato sauce or Boston style, per case	1.90
der's, No. 2	1.40
n Camp's, No. 2	1.40
ilkshank's, No. 2	1.35
inz's, No 2	1.40
g's Head, No. 3	1.25
cory, No. 1	.50
atoes—	
ndard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Beans—	
ndard, New Jersey, No 2	1.15
" Maryland, No. 2	1.20
acy, small, No. 2	1.65
g Beans—	
ndard, New York, No. 2	1.10
tra fancy, New York, No. 2	2.00
acy, New York, No. 2	1.50
ndard, Maryland, No. 2	.60
Kidney Beans—	
ndard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	.95
—	
ndard, New York, No. 2	.90
acy, New York, No. 2	1.00
ndard, Maryland, No. 2	.75
" Maine, No. 2	1.25
acy, Maine, No. 2	1.25
e Peg, No. 2	.85
oje grain, No. 2	.75
—	
ndard, New York, No. 2	1.15
d, New York, No. 2	1.50
ra sifted, New York, No. 2	2.00
ndard, Southern, No. 2	.75
d, Southern, No. 2	1.00
ra sifted, Southern, No. 2	1.40
ndard, Indiana, No. 2	.75
d, Indiana, No. 2	1.00
ra sifted, Indiana, No. 2	1.40
ndard, Wisconsin, No. 2	1.10
d, Wisconsin, No. 2	1.40
ra sifted, Wisconsin, No. 2	2.00
—	
ndard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
ash—	
ndard, New York, No. 2	1.00
y, New York, No. 2	1.25
dard, Maryland, No. 2	.90
y, Michigan, No. 2	1.20
tgus—	
ll, No. 2½	2.00
lum, No. 2½	2.20
e, No. 2½	2.50
, No. 1	2.25
tins—	
dard, New York, No. 3	1.00
" New Jersey, No. 3	.85
h—	
dard, Maryland, No. 3	1.00
trout—	
dard, New York, No. 3	.80
" Maryland, No. 3	.75

California Canned Fruit.

ts—	
a, No. 3	2.75
No. 2½	2.10
a Standard, No. 2½	1.75
dard, No. 2½	1.50
t Pears—	
a, No. 3	.....
No. 2½	2.50
a Standard, No. 2½	2.30
dard, No. 2½	2.15
Cherries—	
a, No. 3	.....
No. 2½	2.90
a Standard, No. 2½	2.50
dard, No. 2½	2.25
s, Lemon Cling, Sliced—	
a, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.50
s, Lemon Cling—	
a, No. 3	2.95
No. 2½	2.00
a Standard, No. 2½	1.75
dard, No. 2½	1.45
s, Yellow Crawford—	
a, No. 3	2.80
No. 2½	2.00
Standard, No. 2½	1.70
dard, No. 2½	1.40

Eastern Canned Fruits.

York State, No. 3	.90
" No. 10	2.75
rries—	
rup, No. 2	1.35
ter, No. 2	.....
—	
Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
—	
No. 3	1.35
ds, No. 3	1.15
lo. 3	.85
tt, Extra Standard, No. 2½	2.00
syrup, No. 3	1.15
water, No. 3	.90
y syrup, No. 2½	1.25
syrup, No. 2½	1.00
ies—	
, in water, No. 2	1.40
rries—	
preserved, No. 2	1.80
ved, No. 2	1.60
ter, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 2 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	24 00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 2, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	.....
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	12.00
" ¼, boneless	15.00
" ¼, peeled and boneless	17.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 2 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz	2.50
Chicken Liver, 4 oz., 2 doz	2.50
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30 00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—	Quarts.	Pints.	½-Pints.
Readymaid Concentrated Soups— Per doz.			
Twelve varieties, 10½ oz., 4 doz			.90
Soups—			
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95
Armour's— Per doz			
All kinds, No. 1, 4 oz			.90
Campbell's, No. 18, 10½ oz., 4 doz.— Per case			
All kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. per lb.	.20
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33⅓
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ⅛s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ⅛s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ⅛s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box per box	2.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case	.30
Bensdorp's Royal Dutch Cocoa—	
12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅛	2.20
¼-lb. round cans ..... .29	3.48
1-lb. round cans ..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans 2.50	.50
Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ¼-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ¼-lb. cakes, 12-lb. boxes, 12 boxes in case	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
⅓ lb. boxes, 60 boxes in case	.55
⅕ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.28
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	2.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ¼-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x13, "	1.18
Toilet—	Per case
Extra quality, 100 rolls	6.75
Good " 200 "	5.75
Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.48	.36
½ "	10M	.57	.44
1 "	8M	.77	.58
2 "	6M	1 01	.76
3 "	5M	1.21	.91
4 "	4M	1.50	1 12
5 "	3M	1.74	1.30
6 "	3M	2.12	1.60
8 "	2M	2.46	1.85
10 "	2M	2.80	2.31
12 "	2M	3.28	2.46
14 "	1M	4.15	3.11
16 "	1M	4.44	3.33
20 "	1M	4 97	3.73
2("	1M	5 50	4.12

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.48
24½ lbs., ¼ bbl	.88
49 lbs , ½ bbl	1.60

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.04¼
15 "	.04½
18 "	.04¼
20 "	.04¼
24 "	.04¼

—10—

Silk Fibre, No. 2—	
9 in. rolls	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½
Paper Towels—	
25 rolls, 150 towels each, with holder and basket ..... per case	
25 roll lots ..... "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.50
" 2 doz	3.25
Challenge, 4 doz	4.80
Magnolia	5.40
Dime	3.90
Baby, 1 doz., glass	2.10
Peninsular	4.90
Star, 4 doz	5.40

EVAPORATED MILK.

Borden's, Peerless brand, tall	3.75
" " small, 6 doz	2.75
" family size	3.25
" hotel size	4.00
" confectioners' size	4.00
Silver Cow, small, 6 doz	2.75
St. Charles, small, 4 doz	1.95
" tall	3.75
" hotel size	4.00
" confectioners' size	4.00
Pearl, tall	3.75
" small, 6 doz	2.75

HIRES CONDENSED MILK

	Per case
Silver	$5.20
Hires	4.90
Queen	4.95
Premium	4.45
Gold (Baby)	2.60
Gold (Tall)	3.60
St. Elmo	3.85

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	.....
" large, 1 doz	"	2.00
" " with horseradish	"	.....

—11—

Wein Senf, bbls ..... per gal.	.....
" 1-gal. stone jars ..... per jar	.85
" 5-gal. kegs ..... per keg	3.50
Prepared Mustard, bbls ..... per gal.	.....
" 15-gal. kegs ..... "	.....
" 10-gal. kegs ..... "	.....
" 5-gal. kegs ..... per keg	1.75
" 2-gal. pails ..... per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz. per doz.	.95
" sifting top, 2 doz. "	.46
" with horseradish, 2 doz. "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	.....
" " loaf, .38 less	.39
Sap Sago, 3 to lb ..... cask, per lb.	.....
" ..... less than cask, "	.29
Roquefort ..... 12 in case, "	.....
" ..... less than case, "	.53
Parmesan, about 30 lbs ..... loaf, "	.38
" ..... less than loaf, "	.....
Edam, 12 in case ..... case	.....
" ..... single	.....
" In tin ..... per lb.	.....
" 1-lb. tins ..... per case	.....
Camembert, domestic, wood boxes ..... per doz.	3.00
" Autocrat brand, large ..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 20-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	.....
Edelweis, Romatour and Bier-Kase ... per doz.	.....
American Swiss, No. 1 ..... loaf	.32
" " ..... less than loaf	.33
" square loaves, No. 1, about 25 lbs. each ..... per lb.	.28
Limburger, No. 1 ..... box and ½ box	.19½
" ..... less than ½ box	.21
Pinxter, from Holland, in tins ..... per doz.	2.60
Muenster ..... per lb.	.23
Brick, No. 1 ..... "	.22
English Dairy ..... "	.22½
Pineapple, picnic size, 6 in box ..... per box	3.00
" gem size, 6 in box ..... "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight ..... per lb.	.....
Weiner Wurstel, 16 in tin ..... per doz.	.....
" 8 in tin ..... "	.....
Imported Cervelat Sausage, Rolff's ..... per lb.	.....
Imported Frankfurters ..... per doz.	.....
Goose Breast, imported, marked weight, per lb.	.....
Pate de fois Gras, small ..... per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short ..... per lb.		.35
" long ..... "		.....
Mortadella, dry ..... "		.....
Knackwurst, 25 in box ..... per box		4.75
" ..... per doz.		2.40
Tongue Sausage ..... per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham ..... "		.39
Petit Delicatess Frankfurters, plain, per doz.		2.00
Petit Delicatess Frankfurters, with Sauer Kraut ..... per doz.		1.00
Lebanon Beef Bologna ..... per lb.		.18
Paprika Speck ..... "		.18
Mettwurst, half round ..... "		.25
Liver Sausage (special), truffle, goose or sardellen ..... per lb.		.35
Smoked Thuringer Blutwurst ..... "		.....
" Pfefferwurst ..... "		.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. palls ..... per pail	1.05
" 5-gal. kegs ..... per keg	2.25
Russian Sardines ..... "	.....
" 5-lb. palls ..... per pail	.75
" 10-lb. palls ..... "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots ..... per keg	1.25
Milkers, Y. M ..... per keg	.....
Mixed, standard, bbls	.....
" ½ bbls	.....
Milkers, standard, bbls	.....
" ½ bbls	.....
Scotland—	
Mixed, large, fulls, bbls	.....
" " ½ bbls	14.50
Milkers, " bbls	.....
" " ½ bbls	.....

—12—

Marinirte Herring, imported, about 40 in pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry ..... per lb	
Matjes Herring ..... piece	

Bismarck Herring.

Round tins, with key, pint ..... per doz.	
" " quart ..... per tin	
" " 2 quarts	
" " 4 quarts	
Roll Mops, 4-quart tin	
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand ..... per keg	
" 5-lb. pails ..... per pail	
" 10-lb. pails ..... "	
Cut Spiced, 10-lb. pails ..... "	
" 5-gal. keg ..... per keg	
Russian, in glass jars ..... per doz	

Norway Anchovies.

Fancy, keg	
" ⅛ keg	
" ¼ keg	
" ⅓ keg ..... per doz	
Original package ..... per ⅓ bbl	
Repacked, 5-lb. pails ..... per pail	
" 10-lb. pails ..... "	
" 5-gal. kegs ..... per keg	
½-lb. flat tins ..... per doz	
¼-lb. tall tins ..... "	
" 1-lb. tall tins ..... "	

Salt Sardellen.

Original packages, 1902 ..... per anker	
Repacked, kegs, about 8 lbs ..... per keg	
" pint jars ..... per doz	
" large tumblers ..... "	
" small tumblers ..... "	

Russian Caviar.

2-lb. tins ..... per doz	
½-lb. tins ..... "	
¼-lb. tins ..... "	
⅛-lb. tins ..... "	

German Dill Pickles—Regular

60-gal. casks, about 2000 ..... per cask	
50-gal. bbls., about 1200 ..... per bbl	
15-gal. kegs, about 500 ..... per 100	
10-gal. kegs, about 300 ..... "	
5-gal. kegs, about 150 ..... "	
10-lb. pails, about 50 ..... per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long C

60-gal. casks ..... per cask	
48-gal. bbls ..... per bbl	
10-gal. kegs ..... per keg	
5-gal. kegs ..... "	
10-lb. pails ..... per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) ..... per lb	
Spitzkugein ..... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins ..... per tin	
" small tins ..... "	

Pickles and Onions in Vineg

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg	

Sundries.

German Egg Potatoes, bags 110 lbs ..... per bag	
Green Kern ..... per lb.	
Potato Flour ..... "	
German Dried Pears ..... "	
Dried Mushrooms ..... "	
Juniper Berries ..... "	
St. John's Bread ..... "	
Bay Leaves ..... "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 63 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 doz ..... per doz.	
" Club, 2 doz ..... "	
Red Edam ..... each	
Philo Cream, 1 doz. 10c. size ..... per doz.	
Elkhorn Pimento, 2 doz ..... "	

EGGS.

Nearby, candled and selected, 30 doz	
Western, selected	
Milken Farm	
Awltru, packed in cartons	

—13—

FANCY GROCERIES.

nd Staple Paste, 5-lb. cans.....per lb.	.33
ovies, in oil, 6 ring bottle.....per doz.	5.00
" " 3 ring bottle. .... "	3.25
s, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
n Ginger, large pots, 6 to case...per case	4.25
" medium, 12 to case ... "	4.50
" small, 24 to case..... "	4.25
es in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.60
" 4 oz ..... "	2.40
" 2 oz ..... "	1.40
Peas, extra fine .....per case	21.00
nn's Irish Oatmeal—	
cans .....per doz.	3.35
cans.....per tin	.70
cans ..... "	1.65
ey & Palmer's Biscuit, packed 7 and 5	
s. in a can—	Per lb.
Beurre.....	.24
ner.....	.33
kfast.....	.33
epper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
lone jars, 4 doz.....	1.75
ore Marquett Mushrooms—	Per case
choice.....	36.00
ice, 100 tins.....	35.00
el, 100 tins.....	33.00
s—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
s, pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
ized Ginger, 1-lb. tins..... "	3.75
" ½-lb. tins..... "	2.25
uice, Rose's..... "	4.50
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
anco-American Food Co.—	Per doz.
ds for invalids, all kinds, ½ pints, 4 doz.	1.40

ILLON CUBES AND LIQUIDS.

Bouillon Cubes—	
in, 100 cubes.....	1.70
50 cubes.....	.90
oz. tins, 12 cubes each	2.75
Clam Bouillon—	
bottles, 1 doz.....	2.00
bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
bottles.....	6.00
t bottles	9.00
n jugs.....each	2.75
Oxo Cubes—	Per doz.
10c. size.....	.85
, 25c. size.....	2.00
100 cubes.. .....per 100	1.65
's Beef, Clam and Chicken Cubes—	
boxes, 12 cubes, 1 doz.....	2.50
am boxes, 50 cubes .....per tin	.90
boxes, 100 cubes..... "	1.70
's Concentrated Bouillon—	
size 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
's Tomato Bouillon—	
s, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

's Solid Extract of Beef—	Per doz.
ize 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
s Fluid Beef Extract—	
s, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
.....	6.00
das	7.60
dal	6.90
ne	7.15
.....	7.40
r's Best.....	6.90
fdem	6.15
the West.....	6.00
.....	5.90
.....	6.50
l.....	5.85
hite	7.30
s Best.....	6.50
mperial.....	6.65

Prepared Flours.

Prepared Doughnut, Cake, Ginger-	
d and Tea Biscuit Flour—	Per case
14-oz.....	1.44
28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
rry Buckwheat, 36 2s.....	2.60
Pancake, 36 2s	2.60
8 pkgs	1.55
nima Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic. 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lhs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. hags.....	3.00
No. 3, 100-lb. bags.....	3.00
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.90
" 90 lbs .....per keg	3.10
" 90 lbs.....per sack	2.85
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's Toasted Corn Flakes, 36 pkgs	2.80
" Wheat Biscuits, 36 pkgs...	3.30
" " 18 pkgs...	1.65
" Wheat Flakes, 24 pkgs.....	1.80
" Bran Flakes, 1 doz. pkgs..	1.30
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china. 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal. steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal. 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s.....	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10
Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70

—15—

Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" No. 2, 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1...	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2...	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3...	320-360	.....	.....	.....	.....
Ex. Norway, No. 4...	400-450	.....	.....	.....	.....
Ex. Norway, No. 5...	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1.....	170-190	28.00	14.60	7.50	1.60
Med Shore, No. 1...	200-220	26.00	13.60	7.00	1.50
Ex. Shore, No. 2.....	225-250	24.00	12.60	6.50	1.40
Extra Irish, No. 2...	300-350	.....	.....	.....	.....
Med. Irish, No. 2 ...	350-400	.....	.....	.....	.....
Irish, No. 4.....	400-450	.....	.....	.....	.....
Large Cape Shore...	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore....	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large...	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	5.50	3.35	.....	.50	.45
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	-.18
Bass Native	-.15
Salmon, fresh.....	-.18
Eastern Cod	-.08
Croakers	-.04
Large Hake	-.08
Haddock	-.60
White Cat Fish.....	-.13
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.12
Snappers	-.10
Eels	-.10
Rock Fish.....	.12 -.14
Lobsters.....	-.25
Flounders	-.06
Large White Perch	-.12
Sea Bass	-.09
Blue Fish.....	-.12
Porgies.....	- 11
Fresh Mackerel.....each	-.28
King Fish	- 10
Weak Fish.....	.06 -.10
Butter Fish.....	-.07
Tile	-.10
Shad, Roe.....each	-.95
" Buck ..... "	.45 -.50
Steak Fish ½c. per lb. additional.	

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.17
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¾
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs.	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

Dromedary—	Per case
48 ¼-lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb. pkgs	2.75
48 ¼-lb. pkgs	1.80
24 ½-lb. pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26½
½ and ¼-lb. pkgs., 15 lbs	.27¼
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No 8 bottles, 2 doz	82½
Schramm's, large tumbler, 2 doz	67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. 1.00
Square, Oriental Red, 2 oz., 1 doz	.50
" Green, Blue or Violet, 2 oz.	.50
" Magic Black, 2 oz., 1 doz	.50
" Electro Chemical, 2 oz., 1 doz.	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

Lamp Chimneys—	Per case of 6 doz. No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.00	3.60	4.20

	Per doz.
Electric, No. 2	.80
" No. 2, slim	.80
Rochester, No. 2	.80
" No. 2, 12 inch	1.25
Success, No. 1, 10 inch	.90
" No. 1, 12 inch	1.25
No. 0, Tubular Lantern Globes	5 doz. 2.75
Cold Blast	5 doz. 3.25

	No. 1.	No. 2.
Jumbo Chimneys, plain	per doz. .75	.85
" dec.,	" .90	1.00

	No. 0.	No. 1.	No. 2.
Banner Burners	.45	.55	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.40
1 gal., galvanized, Pearl	2.00
5 gal., Pearl, spout	6.00
5 gal., Falcon, spigot	6.75
5 gal., Columbia	8.00
5 gal., Banner	9.00
5 gal., Climax, pump	10.00
5 gal., Home Rule, pump	12.00
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.09¾
Barrels and halves, 400 and 250 lbs	.09¾
Wooden pails, 20, 40 and 68 lbs	.10
Keystone—	
Quarters, 110 lbs	.08½
Barrels and halves, 400 and 250 lbs	.08½
Wooden pails, 20, 40 and 68 lbs	.08¾
Condensed, cartons	3 doz. to case 2.83
" "	6½ doz. to case 5.65
Extra Family—	
Barrels, halves and quarters	.13¾
Wooden kits, 20, 40 and 68 lbs	14¼
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2.40
3 lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc.	.08
35 and 18-lb. tubs	.08½
Packages not returnable.	

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	8.50
Large bottles	6.50
Medium bottles	7.00
Small bottles	4.50
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	28.50
½-gal. tins, 10 gal	27.00
1-gal. tins, 10 gal	26.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.00
¼-gal. tins, 10 gal	26.50
½-gal. tins, 10 gal	25.00
1-gal. tins, 10 gal	24.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
⅛ " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cartons

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" 10–12 lbs	
" 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per bbl.
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs	per lb.
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered Shoulder Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	P
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Pe
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered.	
Jewel, compound	
Cotosuet	

—21—

e Lard—

50 lbs. net weight	per lb.	.14¾
net	"	.14½
tins	6 in crate	9.00
tins	12 in crate	9.07
tins	20 in crate	9.15
d—		Per lb.
and tubs, about 340 lbs		.12½
bs		.12⅝
n pails, 60 lbs		.09⅝
" 60 lbs		.09¾
" 60 lbs		.09⅞

DRESSED MEATS.

sed Stock—		Per lb.
	.11	–.14½
	.10½	–.13½
alves	.08	–.12
alves	.13	–.14
ns and Barnyards	.09	–.12
Dressed	.12	–.13
		–.14
	.14	–.15
Wethers		–.16
	.16	–.18
ambs		–.19
		–.14¼

BUTCHERS' SUNDRIES.

r Tongues	each	–.80
ues		–.60
s, scalded	.50	–.75
ds, veal	per pair .75	–.80
beef	per lb. .25	–.30
s	" .25	–.30
eys	per doz.	1.25
s		.10
	per doz.	1.20
ef	per lb.	.05
		16.00
, beef, western		.22
k, loins, city		.13
" western		.13

DRESSED POULTRY.

	Per lb.	
young hens, 8 to 10 lbs	.32	–.35
young toms, 15 to 18 lbs	.34	–.36
and toms	.28	–.30
to good	.20	–.25
hia, fresh killed, 3 lbs. and o pair, fancy	45	–.55
hia, fresh killed, 3½ to 4 lbs	.45	–.55
hia, fresh killed, 3 to 3½ lbs. fancy	.45	–.55
fancy, heavy	.22	–.23
oasters, 4 to 5 lbs	.23	–.25
od	.20	–.21
	.16	–.17
	Per doz.	
rge, fancy	5.50	–6.50
	4.00	–5.00
	2.00	–3.00

LIVE POULTRY.

kens, nearby, 1½ to 2 lbs	.45	–.50
gers	.25	–.28
	.21	–.22
	.14	–.16
ng	.18	–.20
	.14	–.15

SERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.
ure	.95
, apple flavor, 30 lbs. full weight, per pail,	1.00
s, 8-oz. tumblers	.80
16 oz., 2 doz	.87½
3-lb. tins, net weight	1.95
	Per lb.
s. pure, 12-oz. jars, 2 doz...per doz.	1.45
30-lb. pails	.09½
, 30-lb. pails	.06½
3-lb. toy pails per doz.	3.00
s, pure, 10-oz. jars, 2 doz	1.40
, assorted, jars, 2 doz	.90
malade—	
imported, 4 doz	2.10
s, pure, 2 doz	1 50
—	Per doz.
thwark, 30 lbs. per pail	1.15
" full 5-lb. slip cover tins, ½ doz. per case	1.55
ummel's, 30-lb. pails per lb.	.06¾
" 3-lb. slip cover tins, 1 doz. per doz.	2.60
" 2½-lb. stone jars, cloth top, ½ doz...per doz.	2.90
" 40-oz. stone crock, glass top, ½ doz...per doz	3.07½
ther Cook's, No. 14, 2 doz....doz.	.85
b. pails per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.....	.....	1.25
Sweet Oil	.....	.40	.85 1.95
Spirits Nitre	.....	.45	.85 1.95
Spirits Camphor	.....	.....	.85 1.95
Spirits Painters' Commercial	.....	.45	.85 1.95
Paregoric	.....	.45	.85 1.95
Glycerin	.....	.....	.90 2.00
Syrup Squills	.....	.45	.85 1.95
Syrup Rhubarb	.....	.45	.85 1.95
Syrup Ipecac	.....	.45	.85 1.95
Turlington Balsam	.....	.....	.75 1.95
Golden Tincture	.....	.45	.85 1.95
Tincture Arnica	.....	.45	.85 1.95
Balsam de Malta	.....	.45	.85 1.95
Bateman Drops	.....	.45	.85 1.95
Godfrey's Cordial	.....	.45	.85 1.95
Turpentine	.....	.45	.85 1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.09
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.03
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.75
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.80
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz. per doz.	4.00
Bath Brick, 25 in box per box	.60
Sealing Wax "	.03
Silver Sand per bbl.	1.20
Tar, pts per doz.	.....
" qts "	.....
" gals each	.....
" ½ bbls "	.....
" bbls "	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—

	Pts.	Qts.	½ Gal.	Gal.
No. 2, Lemon				.90
No. 2, Vanilla				.90
No. 2, Rose				1.20
No. 2, assorted				.90
No. 3, Lemon				1.25
No. 3, Vanilla				1.50
No. 4, Vanilla				2.25
No. 4, Lemon				2.00
No. 2, assorted cases per gross				10.80
Nos. 2 and 4, assorted cases "				11.80
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals per gal.	.....
" ½ bbls., 28 gals per ½ bbl.	.....
" kegs, 14 gals per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05½
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	.07
Comet, natural brown, 1-lb. cartons, sterilized	.07
Comet Cereal, 1-lb. cartons, sterilized	.07
Sola Japan Unkoted	.06¼
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.50
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.50
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls	2.40
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.40
" 140-lb. cotton bags	.75
Morton, Free Running, 2 doz	.75
New Ivory, 24 large cartons to case	1.50

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.10

—24—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04¾
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.35
" No. 2, 1 doz	4.25
" No. 3, ½ doz	3.35
" No. 4, ½ doz	4.45

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3.00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz. per box	2.75
Kleenatub ¼ gross	2.50
Electro Silicon, 1 doz. per doz.	.80
Putz Liquid, large, 3 doz "	1.50
" small "	.75
Putz Paste, large "	.65
Old Dutch Cleanser, 4 doz. per case	3.40
" " 5-case lots "	3.30
Babbitt's Cleanser, 5c. size 100 cans	3.85
" 5c. size 50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons	1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz	2.50
Imperial Cleanser, 6 doz. per doz.	.45
Sunbright Cleanser, Swift, 50s	1.85
Red Seal Cleanser, 4 doz	1.90
Bon Ami Powder, 3 doz.	2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans	1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per box
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. V. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	2.80
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.15
Cream Borax, Lautz	100	...	3.90
Coal Od Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.15
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.30
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			3.85
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.60
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.60
" " 100s, 5c. size	3.70
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb.	6, 10, 25 lb.
McCormick & Co., Ground—	Per lb.	Per lb.
Allspice	.10¾	.11
Cinnamon	.18	.14
"	.22	.18½
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.42
Ginger, African	.14	.12
" Cochin	.16	.15
Mace	.....	.80
Nutmegs, ground	.....	.26
Pepper, Singapore	.21	.18
" Butchers'	.21	.18
" Red	.20	.16
" White	.25	.26
Tumeric	.12½	.10

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.70
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.33
" large	.41
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.03¾
" 48 1s	.03⅝
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03½
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04
Best Gloss, bulk, 50 lbs	.03½
Niagara, Laundry, 50 lbs., bulk	.03¾
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅜
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
1-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.50

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.90
Family Corn and Cane—	Per case
No. 2, 2 doz	1.78
No. 2½, 2 doz	2.32
Karo—	
Cane flavor, 24 2 lb	1.90
" 12 5 lb	2.25
" 6 10 lb	2.15
Crystal white, 48 1½ lb	3.50
" 24 1½ lb	1.80
" 24 2 lb	2.20
" 24 2½ lb	2.60
" 12 5 lb	2.55
" 6 10 lb	2.45
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW W

Brooms.

No.	
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protect	

Buckets.

Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per	
" 2 lb. "	

Clothes Pins.

5 gross, per	

Mops.

O-Cedar—	
Polish Mop, large size	
" smaller size	
Triangle Mop, large size	
" small size	
Dusting Mop, black, large size	
" " small size	
Discount to dealer 33⅓ per ce	

BRUSHES.

Scrub Brushes.

No.	
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dau solid back	

Wall Brushes.

7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO

Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs	pe
Yeast Foam, 1½ doz	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, May 22, 1916. No. 21

The merchant princes of past generations who are considered splendid examples for modern merchants to follow, were doubtless all right in their time, but many of them, if brought back and told to do business to-day. would flunk in a week.

American Chemical Society Attacks Professor Allyn and the Westfield Plan of Exploiting Food Products.

Several Grocers Answer This Paper's Inquiry: "What Does it Cost You to Deliver Goods?"

A Collection Agency Scheme Which is Somewhat Different From the Others, Described and Discussed.

NEW DEAL *MORE PROFI*

Snow Boy Washing Powder 24

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO

A Million Mothers

are marshaled in solid array behind the purest, cleanest, most nutritious of all cereal foods—

Shredded Wheat

If you want to cater to the women who decide the food question in a million homes, you will always carry a good stock of Shredded Wheat. It is ready-cooked and ready-to-serve. Delicious for breakfast with milk or cream, or for any meal with fruits.

This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD

MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You c be the biggest milkman in your neighborhood if you tell yo customers to add two cans of cold water to one tall can HIRES GOLD MILK, and then use on the table for drinki and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

ON THE JUMP

so far this year. Shipments going out only from two to four days late. Let us have your orders for

Forbes Indexed Coupon Books

With our electrical facilities we can take care of you.

WE HAVE SOLD MILLIONS OF THEM

F. O B. DESTINATION. SAMPLES FREE FOR THE ASKING
LET US HEAR FROM YOU

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the heart of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N.

Member of the American Specialty Manufacturers As

If you're expecting nationally advertised goods to pay you as much profit as bulk tea or coffee, they won't do it and they shouldn't do it. The reason is obvious and needn't be discussed.

Can you deny that the average advertised product pays more profit, considering the work of selling, than anything else you sell? If you doubt that, figure it up.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lenont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

ARE you content to make 100 per cent. profit on an article that gives invariable satisfaction?

Shinn's Liquid Rennet is the article. Do you sell Rennet? Does it suit your trade, or do they complain of it and say it goes bad too quickly?

The great point where **Shinn's Liquid Rennet** defeats its competitors is in its cleanliness. It is made not in a factory, but in a laboratory. Its absolute cleanliness gives it a keeping quality that no other rennet has. We guarantee its keeping quality, in fact, which no other manufacturer does so far as we know.

And quick? You can tell your trade that **Shinn's Liquid Rennet** will make junket, curds and whey in two to five minutes.

The summer is the great Rennet season. Try on **Shinn's Liquid Rennet** this year.

100% Profit To You And Unbounded Satisfaction To Your Customer

Shinn & Kirk
1400 Spruce St.
Philadelphia

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXII. PHILADELPHIA, May 22, 1916. No. 21.

odern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
)CERY WORLD PUBLICATION CO.
AT
927 Arch Street, Philadelphia.
TELEPHONES:
{ Filbert 3286
{ Filbert 3287 Keystone, Race 746
ite Exchange.

ll Checks and Drafts payable to the Gro- World Publication Co.

independent journal published ex- vely in the interests of modern mer- ts of all classes.

ELTON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
Advertising Manager.

scription Rates, Including Postage, Payable in Advance:
PER YEAR
nited States and Mexico..... $3.00
anada 3.50
eat Britain and Continent of Europe d Asia 4.50
Copies ..... .10

Contents.

PAGE
Now a Prune Combine Is ormed to Raise Prices All Over he Country 6
er Collection Agency Scheme nd Some Comments on It..... 6
-It-All Buyers Soon Peter Out, 7
g the Trade 7
ican Chemical Society Attacks rof. Allyn and Westfield lan 8
the Specialty Stamp Has Done r Specialty Orders 9
rial 10
Controversy Over the West- ld Plan.
cing a Cheerful Store.
ning for Customers Is Often oor Sport.
spondence 11

PAGE
Selling Talks With Clerks 14a
Retailers Tell What It Costs to Deliver 14a
Association News 14a
The New York Letter 14b
This Grocer Thinks Stevens Bill Will Stop Cutting 14b
The Grocery Markets 14c
Individual Market Reports 14d
Weeks' One-Time Ads. 14d
"The Stroller's" Column (Contributed) 16
Let's Have a Union of Our Own.
Pennsylvania Organization Notes .. 16
Legal Department 18
No. 364.—How Much Insurance Money Is Wasted?
Weekly Window Display Suggestions 18
Science of Advertising..... 20
Subscribers' Bargain List 22
Want Department 23
"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE
Advertising World, The..... 22
American Specialty Manufacturers' Association 21
Babbitt, B. T. 17
Baker & Co., Walter 8
Buckeye Baler Co. 14b
Buckley, Elton J. 6
Burk, Louis 15
California Associated Raisin Co.... 23
Chase-O Manufacturing Co. 9
Clipper Lawn Mower Co. 9
Crescent Manufacturing Co. 14b
Dayton Moneyweight Scale Co. 14b
Ferris & Co., F. A. 12, 13, 14
Fleischmann's Yeast 23
Forbes, J. P. .....Cover 2
Hamilton Corporation, The 19
Heacock, H. F. 11
Hires Condensed Milk Co. ...Cover 2
Indexed Coupon Books.....Cover 2
Knight Cooking Extract Co. 22
Kirk, Foster & Co. 17
Lautz Bros. Co.....Cover 2
Lipton, Thomas J. 15

PAGE
Manufacturers' Representatives (Association of) 21
Mapleine 14b
McCahan Sug. Ref. Co., The W. J., Cover 3
Moxley, Wm. J. .....Cover 4
Nationally Advertised Products..... 3
Nowland Co., A. C. 17
Philadelphia Electric Co. 9
Reed Mfg. Co., Evan L. 17
Reliable System Co. .....Cover 4
Rumford Chemical Works 20
Royal Baking Powder Co. 7
Shinn & Kirk 4
Shredded Wheat Co.....Cover 2
Sperry & Hutchinson 19
Star Egg Carrier and Tray Mfg. Co. 9, 14b
Tanglefoot .....Cover 4
Troemner, Henry .....Cover 3
Wheatena Co., The.....Cover 2
Where to Get Premium Goods..... 3
Wilkinson's Sons, C. 23

Another Collection Agency Scheme and Some Comments on It

Sells a System of Letters For $30, Which, Perhaps Contrary to Popular Impression, Has to Be Paid Whether the Letters Bring Anything In or Not. Advertising Accounts for Sale.

We thought we knew pretty near all the collection agencies in business, but the following letter from a subscriber brings forward another one:—

New Brighton, Pa., May 10, 1916.
To the Editor.

Dear Sir:—Inclosed find contract, also advertising of the Commercial Protective Association of Pittsburgh, Pa. Please advise as to the legality of this, also if you think it advisable to use methods of this kind.

An early answer would be very much appreciated by,

BOWERS & ROTH.

The Commercial Protective Association may give its address on some of its stationery, but it doesn't give it on any of the literature which these correspondents send in to us. The address is merely given as Pittsburgh, Pa., which may or may not be significant. Sometimes collection agencies fail to give their addresses so that irate clients can't find them. We can see no other reason for omitting it. The name, too, the "Commercial Protective Association," is one of those general, vague trade names which may mean anybody. It is always unsatisfactory to do business with a concern that is not rated in a mercantile directory, and which uses one of these general names that may mean a corporation, or a partnership, or a single individual. You can't find out who is responsible.

The contract of this concern is as follows:—

TRIPLICATE.

CONTRACT.

This contract made and entered into this 10th day of May, 1916, between the Commercial Protective Association, of Pittsburgh, party of the first part and..... of 635 Third avenue, New Brighton, Pa., party of the second part.

Witnesseth, That the party of the first part agrees to deliver to the party of the second part, one (Copyrighted) system, "The Modern Account Collector" with full instructions for use of same, receipt of which is hereby acknowledged. Price, $30. Party of the second part agrees to pay party of the first part 50 per cent. of all amounts collected until the said amount of $30 has been paid party of the first part, statement and remittance of said 50 per cent. to be sent to offices of party of the first part on the 1st and 15th of each month.

Party of the first part agrees to send No. 4 letters to all debtors not paying or replying to forms 1, 2 and 3, also advertise such unpaid and undisputed accounts, after proof sheet sent to party of the second part is approved by them and furnish party of the second part list showing advertising, and typewritten letters No. 5, to be sent by creditor to debtors with For Sale Sheet, at no further expense to party of the second part.

It is further agreed that the party of the second part agrees to use said system on at least fifty debtors, according to instructions, within ten days from the date of this contract, otherwise this contract is due upon demand of the party of the first part.

COMMERCIAL PROTECTIVE ASSN.
Signed,
By.....
Party of the First Part.
.....
Party of the Second Part.
Business.....
Number of Accounts in System, 108.
Serial Number of System.....
(This Sheet to be Retained by Purchaser.)

The scheme seems to be this: The agency has a series of collection letters and it delivers pads of them to a retailer. The price is $30. The retailer sends out No. 1, and when any money comes back, he pays the agency half until the full $30 is paid. If No. 1 doesn't get the money, the agency sends out four more letters, and also advertises the accounts for sale. The sale sheet is 9 x 16, with the following heading:—

ACCOUNTS FOR SALE

THE COMMERCIAL PROTECTIVE ASSOCIATION, Inc.

SUCCESSORS TO COMMERCIAL UNDERWRITERS, Inc., OF PITTSBURGH, PA.

As Agents offer the following accounts for sale to the highest bidder, reserving the right to reject any or all bids

At the foot appears the following:—

The Commercial Protective Association will receive written bids for the above named accounts and will continue to advertise them for sale until sold at some price. These accounts are guaranteed (by creditors) undisputed, correct and just.

The Commercial Protective Association, Inc., Pittsburgh, Pa.

SUCCESSORS TO COMMERCIAL UNDERWRITERS, Inc., OF PITTSBURGH, PA.

Series 25.

The balance of the matter on the sheet is of this class, under town headings:—

MONONGAHELA VALLEY.

Clark, Mrs. Irene, Fifth St., Denora, Pa.
Medical service, $10.
Fisher Bros., Braddock, Pa.
Paint, $48.33.
Gallagher, Dr., 838 Braddock Ave.
Medical service, $8.
Hazlett, W. A., Charleroi, Pa.
Lumber, $91.12.
Leezure, Harry, Carl Building, Ross and Wood Sts., Wilkinsburg, Pa.
Professional services, $5.
Robinson, Dr. A. N., Walls, Pa.
Tailoring, $64.
Smart, Miss Myrtle, Virginia Ave., Homestead Park, Pa.
Medical service, $46.

What use is made of the "for sale" sheet is not stated, except that a copy of it is sent to the debtor with the sixth letter.

As to the scheme, it might work out all right and it might not. If the retailer thinks he has to pay the $30 only if the letters get enough money in, he is mistaken. This is a flat contract to pay $30 for the system, and whether the system produces $30 or not, it must still be paid for. It may or may not be worth $30; we haven't seen it and we cannot tell. We have always believed that the offer of a delinquent account for sale is the only thing that will touch some delinquents. It is well settled that this can be legally done, but the only safe way to do it is to first get judgment. Get the debtor into court, give him a chance to make his defense, and if he doesn't do it, then it is safe to advertise him as owing the money. But if he is advertised as a delinquent merely because he has failed to answer some letters, there is always a risk. The debtor may not have gotten the letters, or he may have taken the position that as he didn't owe the money it wasn't up to him to answer letters. Anybody who publishes him as owing money that he actually doesn't owe, is guilty of libel and can not only be sued for civil damages; he can be arrested. Here the oste advertiser is this agency, bu retailer who gave the agency t count to advertise would unc edly be equally guilty.

Not long ago a series of coll letters was submitted to this by another branch of the "Cor cial Underwriters" scheme agency is "successors to Cor cial Underwriters of Pittsb and were stated to be in our ment, in violation of the law. having seen the letters used l Pittsburgh concern, we cannot whether they are the same l or not.

And Now a Prune Combi Formed to Raise Pric all over the Country.

The Object is to do for Prune the Raisin Combinations Have for Raisins. Will Work alo Lines of the Peach Combi which Recently Named Prices Twice What Had Formerly

This paper has received a during the week that the growers of California will no ganize a combination which handle the crop in such a wa the fruit will be sold at un prices which will pay both grower and the packer a The combination will not pay attention to the wholesaler o tailer.

The prune combination has inspired by the success of the raisin combination. The orga tion of the evaporated peach bination to accomplish the san sults for peaches was told recent issue. The purposes which the prune combination be formed are expected to l follows:—

To buy, pack and sell dried green prunes and apricots and fruits both for its own accoun on commission for others; to erate warehouses and pack houses wherever necessary or ex dient in order to store or dispos green and dried prunes, apri and other fruits; to purchase. quire, own, hold, lease and co real and personal property n sary for the transaction of business of the corporation; to money upon and negotiate upon green and dried prun

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery Wor
Attorney and Counselor at L
643-648 Land Title Buildin
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

pricots and other dried fruits and establish domestic and foreign gencies to carry on the general rposes of the corporation.

hat means not merely an agency ell fruit for its members, but a ular mercantile establishment. roposes to buy as well as sell presumably will actually con- t for fruit for three years, with option for two years more. reover, it proposes to deal in all d fruits. Members are to take k at the rate of $10 per acre of nes or apricots, paying one- rter when the association is or- zed and the remainder in inter- bearing notes running one, two three years. The stock will be gned to a board of trustees, who elect the directors of the cor- ation. The subscription will be litioned upon raising not less $750,000 by March 1, 1917, ther with three-year contracts the product of 75 per cent. of prune and apricot acreage of the e. Failing in those results, the criptions will be void. The ass will doubtless begin as as arrangements can be made. iously the organization will be able to handle this year's

Written for the "Modern Merchant and Grocery World."

Know-It-All Buyers Soon Peter Out

Manufacturer Investigates Several Houses That Have Gone Out of Business and Finds That All Seemed to Have Had the Same Defect, Viz., They Had Buyers Who Were Not Willing to Learn Anything From Anybody.

While in New York a few days ago I had a chance to call on some of my old friends, those I sold while I was on the road, and before I had finished my day's work I was surprised to note the number that had gone out of business.

While thinking the matter over, trying to analyze the cause for so many failures, one thing struck me forcibly, and that is, *all* those that had retired, failed or gone out of business had buyers who, to say the least, were not in sympathy with the salesmen who called to see them, did not believe they could obtain any information from the salesmen, looked upon them as nuisances, kept them waiting from one to two hours in the hope of seeing them, and even when written to they paid no attention to the letters.

This impressed me so forcibly that I took the matter up with our corps of salesmen, 54 in number, asking them what their experience had been in their territory.

One of our oldest salesmen, after thinking the matter over carefully, stated that in his opinion the houses that went to the wall were those which had buyers "who knew it all" and were not in sympathy with the salesmen on the road; that they lost thereby that personal touch a first-class salesman can give to a buyer and information which often means a large profit for the buyer's house.

I believe a good article could be written on this subject, one that would be helpful to the jobber as well as the salesman, because the man to-day who does not read journals such as you publish, look over the advertising matter in the morning's mail, and keep in close touch with the salesmen—no matter whether he buys from that house or not—who calls to see him, such a man will sooner or later get out of date (so to speak); he will have goods on his shelves which he could have unloaded before the crash came, or averted the crash altogether, if he had been wide-awake. Not having been posted he had no warning of the business clouds which frequently roll by, neither was he given a chance to purchase goods when there was going to be an advance. A wide-awake salesman—and a salesman cannot be a good salesman unless he is wide-awake—knows better than the buyer what to-morrow will bring forth, because he is in close touch with the manufacturer and the importer and can frequently give the buyer a tip which would be worth thousands of dollars to his house.

THE MANUFACTURER.

Philadelphia, Pa.,
May 16, 1916.

AMONG THE TRADE.

F. H. Fromm & Co., fish brokers, have removed to 8 South Front street, Philadelphia, Pa.

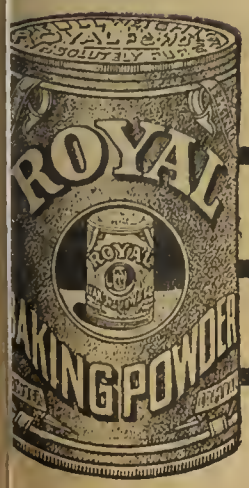
ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.
NEW YORK

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

American Chemical Society Attacks Prof. Allyn and Westfield Plan

Drops Movement to Expel Prof. Allyn But Adopts a Report Condemning Westfield Plan as Being a Money-making Enterprise Not Conducive to the Best Interest of the Trade. Society Wants Consumer Given Pure Food Information by Official Food Departments.

Great interest is being taken by the food trades of the entire country in the fight waged against Prof. Lewis B. Allyn, the Westfield, Mass., chemist, who has been used to exploit a large number of proprietary food products. The American Chemical Society, the leading organization of professional chemists in the world, having approximately 8,000 members, recently started a movement to expel Prof. Allyn from its membership, on the ground that he was commercializing himself in an unprofessional manner, and moreover was possessed of but meager training and ability. This campaign did not succeed, but at its recent spring meeting held at Urbana, Ill., the society did adopt the following report, strongly condemning the Allyn plan of exploiting food products:—

I. After due consideration of the facts and evidence presented we recommend that no further action be taken leading to the expulsion of Mr. Lewis B. Allyn from our society, and we recommend that the St. Louis section be so informed.

II. Special pure food movements, of which the Westfield campaign is but one, seem to have originated and received their impetus from the recognition of the fact that the public desires a positive guarantee of the purity of foods and of toilet preparations. This demand is indeed appreciated by public officials, but the recognition in a positive sense of individual articles is as yet the exception and not the rule. The most common form of public service in this field by the National Government, the States and municipalities consists rather in exposing misbranded or fraudulent preparations, in prosecuting infringements of the law and in assisting manufacturers to comply with legal requirements.

On the other hand, those special movements which have been exploited by magazines and other publications in connection with their advertising columns must be considered altogether wrong in principle and opposed to the best interests of the public. The following are the reasons leading to this conclusion. All or part of them apply, we believe, to the various individual forms, which movements of this kind have taken.

(1) Almost without exception, profiting financially by means of advertising is directly connected in one way or another with such campaigns. The movements are therefore not disinterested. In the very nature of the case pressure is quite likely to be exerted by advertising departments on the editorial department and on the policy of the publication. A bias may thus be created, which has no proper place in matters demanding purely scientific decisions. This bias in debatable cases will often lead men, consciously or unconsciously, to yield to private gain rather than to public interests. Furthermore, for the sake of large financial returns, such a campaign is almost certain to be used by some agent or other, such as the advertising manager, to bring what must be considered an illegitimate kind of pressure to bear on those who advertise food products or toilet preparations, to have their advertisements appear in the publication conducting the campaign. Such a campaign in itself must be considered a form of unfair coercion.

(2). Special campaigns of this character have neither the large means nor the high scientific standing needed to secure a really efficient and reliable guarantee to the public. Any guarantee which they afford may become utterly worthless, and, by inducing a false sense of security, may indeed do positive harm if it is not supported by continuous control, including unexpected examinations, and by persistent official inspection covering all phases of food control, such as the inspection of the places and methods of manufacture, their sanitary surroundings and the quality and condition of materials used. The public control of the milk supply, as it has developed in recent years in some of our larger municipalities, is an illustration of what adequate control must aim at.

In the light of all experience these special campaigns are likely to be supported by wholly inadequate chemical and bacteriological staffs and by altogether insufficient forces of inspectors for the indispensable routine work of thorough going and continuous control by analysis and inspection. This defect, quite aside from motives of gain underlying a campaign, makes such a propaganda of very questionable value to the public.

(3). In place of developing and adopting standards on the basis of exhaustive and authoritative investigations by men of the highest scientific training and experience and of obviously disinterested motives, such campaigns as a rule depend on the dictum of some single constituted "authority," possibly having little or no scientific standing, often of narrow training and experience. Proper organization of such a movement demands facilities for disinterested scientific investigations by a staff of chemists, bacteriologists, physiologists and physiological chemists, or at least depend for its final authoritative control on the combined judgment of a group of men of special training and recognized standing in these lines of scientific work.

III. In view of the defects of indorsement of preparations by special food movements, as exploited by magazines and other publications, and in order that the just demand of the public for positive information guaranteeing the purity of food and toilet articles may be properly satisfied, the committee would urge the society consider formulating plans to be laid before governing bodies, which would lead to some kind of competent certification of food and toilet articles, by the National Government, by properly organized and equipped departments of the States and larger municipalities, or by some other form of responsible control.

The preparation of a detailed plan involves questions of considerable difficulty, which the short time at the disposal of the committee has not made it possible for its members to study and decide. The committee therefore recommends that the formulation of such plans be referred to a special committee of the council.

These larger plans for public control are so much the more justified, as the council of the American Chemical Society, in common with all well-informed men, knows that the country has a reason to have the highest degree of pride and confidence in the integrity, the disinterestedness and the competent character of the work done in the past and at present by the men engaged in the Government food control.

The words "endorsed by Prof. Lewis B. Allyn," which are now used by many manufacturers, have without doubt come to have ascribed to them far more importance than they should have. Prof. Allyn first came before the public several years ago when the town of Westfield, Mass., adopted a little pure food campaign, led by its public school. Prof. Allyn was the school chemist and he made the analyses. He had never been prominent before that, but the Westfield campaign, which was published as an example of what a town can do for the local food supply, brought him forward. Later he was taken up by one or two magazines, who exploited him commercially to get advertising. These magazines created a "Westfield standard" for food products, which was not substantially different from the standard set by the food laws, but it has acquired some vogue, and manufacturers to get their products under this standard, had to have them analyzed by Prof. Allyn. Books and "pure food directories" were issued, and the whole thing has been a money-making enterprise from start to finish. It has reached a most unwholesome stage, for many manufacturers now feel as if they were obliged to get Prof. Allyn's O. K. on their goods. The fact that the food departments of the S all refused to O. K. anything, n ly condemning when necessary responsible for the desire manufacturers to get somebo O. K.

Somewhat apropos of the al this paper has received the foll ing statement from the McC publications, which are exploi the Westfield plan:—

The Sehl Advertising Agency, Chicago, who represent the Cahu Baking Powder Co., have no dou honored you with a little form lett attacking the Westfield campai and hinting that our pure food a tivities are under investigation the National Vigilance Comm tee.

The alum baking powder crowd, which the Calumet Baking Powd Co. are one of the leaders, are ve strong on insinuations, but usua very short on facts—and the tru is an utter stranger to them.

The Curtice Brothers Co., Rochester, N. Y., persistent users benzoate of soda in their Bl Label catsup and jams, have be active in trying to get the vario advertising Clubs in cities whe our domestic science schools a rimming to take action against o work, because they claim it is unfa competition.

As far as any investigation by a of these clubs is concerned, not ing has ever been done, and pro ably never will be. There is nothi to investigate.

Food manufacturers that st persist in the use of alum, such cheap baking powders, like "C nmet," users of benzoate of sod the saccharine interests at Louis and the borax interests, ha all been pooling in fighting th Westfield work for nearly two yea and this is simply one of many m derhand ways that are brought our attention every month.

It is very evident from the meth ods these interests are employin that our work on behalf of bett food conditions is making itse felt.

The Reputation and Standing

Walter Baker & Co.' Cocoa and Chocolat Preparations

Registered, U. S. Pat. Off.

Have been built up years of fair dealing, c honest manufacturin an unwavering pol of maintaining th high quality of th goods and by exten sive and persisten advertising.

This means for th grocer a steady an increasing deman from satisfied customers, in the lon run by far the most profitable trade

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

hat the Specialty Stamp Has Done for Specialty Orders*

centage of Undelivered and Refused Orders Now Much Smaller Than It Was. Conditions Still Not Perfect, However, Says President American Specialty Manufacturers' Association.

e American Specialty Manurers' Association was organprincipally to correct objection- and destructive practices ex- in relation to the taking and of specialty orders. The perge of orders actually deliv- as compared with the number ders taken, became so small, the loss to the manufacturer gh this wasteful and inefficient tion became so great, that thing had to be done—and association was called into

e essence of the merchandis- f specialty groceries is the —the ultimate object is a max- distribution at a minimum se. The manufacturer does prove of any method of sales- hip which deceives or imposes the retailer. He will not enance it if he knows of it. he manufacturer asks for is lay, fair and honest trade re- s and practices. All we ask retailer is, that he shall only bona fide and genuine order ch instance, and that he will ptly accept delivery pursuant exact terms of each order. rder imposes upon the retailer nly a legal but also a moral nsibility.

encourage the efficiency of the lty order transaction, as you ow, we have adopted a stamp nteeing the genuineness of rder upon which it appears. alesmen are required to sign ten agreement that they will nly genuine orders and will to none other than legitimate ds of salesmanship. We that there are salesmen who live up to this agreement—few, I am glad to say—but nt to eliminate them just as possible.

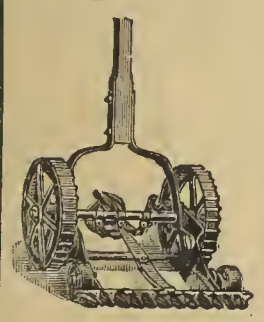
a result of our educational we are pleased to state that rcentage of improper nonries has gradually been re- . Conditions are now much more satisfactory than they were a few years ago.

In order to know exactly the condition of deliveries, we are engaged at the present time, and will probably be engaged for some years to come, in checking the delivery of orders at the source, namely at the retailer. The facts we are uncovering give an exact record of non-deliveries and the reasons therefor. We know whether an order is genuine or stuffed, whether delivery was not made and why, and we also know the retailers who are not co-operating in this general betterment work. Knowing such retailers, we are able to go to them and educate them if possible.

CARL A. LAUTZ,
President American Specialty Manufacturers' Association.
Buffalo, N. Y., May 10, 1916.

*ion of an address delivered during the week New Orleans convention of the National ocers' Association.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower,	24-inch	13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.
Tenth and Chestnut Streets

Can We Make You a Window Display?

¶ 200 posters, 100 painted walls, 100 painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

The Star System

For Safe Egg Handling

Worth the cost of the entire equipment —Your Ad on the inside of Star Egg Trays. It is before the housewife, the very one you want to reach, practically every day in the year, and while she is in the kitchen and her mind and attention is centered on her kitchen wants.

Write for our illustrated booklet 176. You will be interested in reading how your fellow Grocers are making their egg department pay big profits.

STAR EGG CARRIER & TRAY M'F'G COMPANY

1517 JAY STREET ROCHESTER NEW YORK

WITH THE EDITOR

The Controversy Over the Westfield Plan.

A criticism and a defense of the Westfield plan appear in another column. Most readers hereof are familiar with the Westfield plan—it is a standard of purity for food products laid down by Prof. Lewis Allyn, a Westfield, Mass., chemist. A brief history of the enterprise appears elsewhere in this issue.

The criticism is by the American Chemical Society, a scientific body of high respectability. In substance, it is that nobody has a right to set himself up as a censor of food products and make money out of it. It is fine, says the society, as a form of public information, for somebody to point out which products are pure and which are impure, which are honest and which dishonest, but it ought to be done officially, and not charged for. The inception of the Westfield plan was the desire of the Westfield public schools to classify food products as to whether they were pure or impure. It was published all over the country as an example of a useful municipal movement. But very soon it was taken up by those who wished to commercialize it, and it has been commercialized nearly to death. Some magazines whose advertising columns were sought after, refused to accept food advertising unless the product complied with the "Westfield standard." To find out whether it complied with the Westfield standard, it had to be analyzed by Prof. Allyn, who of course charged for his services, and so it went. There have been other schemes of the same character, all devoted to the one purpose of making money for somebody out of the carefully fostered impression that unless Prof. Allyn said a thing was all right, it was all wrong.

I haven't a solitary word of criticism for the Westfield standard for food products. It is a very good standard indeed, and a food product that meets it is as near perfect as food products can be. But it is a shame that it had to be turned into a money-making enterprise.

Making a Cheerful Store.

The manager of a well known city grocery store flung this out to his clerks a few days ago:—

> Anyone with the "glooms" is more or less self-centered during the period the "grouch" lasts. One isn't apt to be on the alert, except to see that a chip of some sort is kept on the shoulder. One is touchy, peevish; little things irritate that otherwise wouldn't be noticed. One gets so engrossed thinking about grievances that opportunities are overlooked—the special application in this instance being the possible effect of the treatment of customers while under the spell of "the blues." Your efficiency drops.
>
> So, as a business proposition, it doesn't pay to yield to "glooms."
>
> Nobody likes to be around such a person—everybody keeps away if possible; they have troubles of their own!—but maybe don't show it.
>
> It is a repellent condition of mind. Besides, what is the use?
>
> On the other hand, a cheery aspect is its own magnet to attract like conditions in others. Life has a pleasant outlook and not being engrossed with our troubles—often fancied at that!—we can look for opportunities; and what we look for we are apt to find. One keeps alert when in a cheerful frame of mind and it shines out as though from an inner light. Your efficiency increases.

In an ordinary sized retail store the best way to insure cheerfulness in the clerks is for the boss to be cheerful. Nothing is more quickly copied by clerks, often with entire unconsciousness—than the temper of the boss whom they see every day. If he is gloomy and ungracious, the clerks will inevitably become so in a very few minutes. If he is irritable to them, they will be irritable to each other. If he is self-contained, even-tempered and pleasant, the ugliest grouch on the part of a clerk will soon smooth out.

Fishing for Customers Is Often Poor Sport.

One of the most interesting things about business, to the man who must reach out to get it, as for instance, a manufacturer who is building a demand for a package product, is the absolute uncertainty as to what results he will get from various plans of exploitation. Sending out his lines and watching for results has all the fascination of fishing with hook and line.

And sometimes it is just as poor sport. Not long ago a coffee importer wishing to extend his field for a package brand, decided that he would adopt the most expensive form of advertising for it, on the theory that the costliest was the best. He accordingly sent out to 5,000 retailers, at a cost of $100 for stamps alone, an offer to send to every one who would ask for full pound can of the brand in tion. The wholesale price o coffee was 22 cents, which w be swelled to 30 cents when age and packing were paid.

In other words this man probably $150 offering to give $1,500 worth of coffee to body who would reach out and it.

He got less than fifty replies out of the fifty replies obtaine two customers. Of course two customers alone, if they well and stay on, will in time the scheme profitable, but r that 4,950 out of 5,000 grocer not possess sufficient curiosity terest or greed—call it what like—to write in for thirty worth of free merchandise.

Not long ago another man turer, also engaged in workin a demand, distributed a half-p sample of his product to householder in New Orleans was an exceedingly expensive t to do, yet he himself is authorit the statement that it got no re at all.

How can these things be? M festly because there is somet wrong with the appeal—with advertising, with the demonstra with the plan of exploitation w ever it may be. And of course s thing may be wrong with the p uct, though it is more likely t the way it is exploited. Ther enough money wasted on bad vertising in this country in a ye pay the National Debt.

New Cooperative Buying Exchange Organized in California.

"United Retailers" is the name of a buying exchange which has opened for business at 752 South Olive street, Los Angeles, Cal., in a storeroom of considerable size. The "United Retailers" was organized by leaders in the Southern California Retail Grocers' Association, and N. P. Olsen, secretary of the association, is financial secretary of the buying exchange. However, the two organizations are entirely separate financially, and it is possible for a merchant to be a member of the Retail Grocers' Association without being affiliated with the buying exchange. Nearly one hundred grocers have joined the buying exchange and each one has put up a sum of money to be used in financing the project. This money will go into the purchase of a stock of goods to be carried in our storeroom, but every sale to a member will be for cash on delivery. The financial secretary has been bonded for $5,000 and the manager for $1,000. The manager gives out the following statement: "We feel that present price cutting conditions here make a buying exchange in Los Angeles necessary. Everybody knows that many of the staples are being cut by down-town stores to a basis that often is what the small retailer has to pay. The small man is in no position to compete on this basis, so we are uniting in an effort to buy on as big a scale as the big down-town stores do, and in this manner to get the benefit of the discounts which the big stores now get. This is the only way we know of to compete."

More Fake Patent Medicines Prosecuted.

Action against several so-called "kidney cures" has recently been taken under the Food and Drugs Act by the United States Department of Agriculture. In one case the shippers of a preparation labeled as "A Sure Cure for Bladder and Kidney Trouble," were prosecuted on the charge of falsely and fraudulently misbranding the product. They pleaded guilty and were fined $25 and costs by the court. This particular kidney "cure" was found to contain over 41 per cent. of alcohol. It was labeled "Old Jim Fields Phosphate Dill and Gin, Mankind's Greatest Friend. A Sure Cure for Bladder and K Trouble. It is also a Great Aid in of Urinary Trouble. Allenb Meister, Sole Agents, Memphis, Te An analysis of the product showed it contained no material amount either dill or phosphate. In ano case forty-eight bottles of "St Buchu and Juniper Compound" pared by the Stuart Manufacturi Atlanta, Ga., were seized. The c issued a decree of condemnation feiture and destruction on the gr that the claims on the label were leading, false and fraudulent. On label the manufacturers recomme their product as a remedy for a variety of kidney and bladder di and stated that the medicine cont 16 per cent. of alcohol.

e would be pleased to have for publication in this column the ideas of our readers upon trade topics, g understood that we do not hold ourselves responsible for any views expressed therein. All com- itions must be accompanied by the writer's name and address as an evidence of good faith, but not arily for publication. All inquiries within our power to answer will also be noticed in this department.

nance as to Outside Fruit Display.

ast Greenville, Pa.,
May 11, 1916.

he Editor.

ar Sir:—Inclosed find stamped lope for return answer.

ust I cover up an outside stand feet from sidewalk and only aining bananas on hand, pine- s, lemons, oranges and rhu- ? If I must cover, with what, or netting?

Yours truly,
C. M. Hertzog.

lis depends on what your local iance says; it is not a matter ate law, but of local ordinance. haven't a copy of it and we n't access to it, but you can get inquiring at the office of your ship or borough committee.

* * *

To Buy Right at Wholesale.

iontown, Pa., May 8, 1916.

e Editor.

ar Sir:—We inclose herewith ed envelope and ask that you sh us with the following infor- n which we will certainly ap- ite: the best place to buy dried at low prices, where to buy d corn, peas, tomatoes and n; where to buy cakes and ers to compete with 5 and 10- itore competition and A. & P. tores.

Yours respectfully,
S. S. Auslander.

correspondent has been this information by mail.

* * *

Co-operative Delivery.

nstown, Pa., May 12, 1916.

e Editor.

r Sir:—At a recent meeting inner held by our merchants, iestion of central point for a ry system of our different in town was taken up and dis- . I was informed that even- at an article had appeared in paper sometime ago with ref- to the work in some Western

n quite anxious to investigate bject and would like any in- tion you may be able to give the subject, and if you have ita that would lead me to any town using this system, or ed it, I would be very glad to have the information or any assistance you may be able to give me along that line.

Yours truly,
George McGarry,
Secretary Merchants' Credit Bureau.

This correspondent has been sent copies of the "Modern Merchant and Grocery World" for April 17th and 24th, containing articles on co-operative delivery for retailers.

* * *

Chain Stores.

Buffalo, N. Y., May 15, 1916.
To the Editor.

Dear Sir:—Would you be so kind as to inform me the names of the grocery firms in and around Philadelphia that run chain stores.

Would like also to know where their head offices are located.

Thanking you in advance I am
Yours truly,
M. I. Beisheim.

Acme Tea Co., Fourth and Willow streets; Bell Co., 953 N. Hancock street; Geo. M. Dunlap Co., 24 S. Delaware avenue; Robinson & Crawford, Nineteenth street and Pennsylvania avenue, all of Philadelphia, and Childs Grocery Co., Front and Walnut streets, Camden, N. J.

* * *

News of Clothing Trade Journal.

Manheim, Pa., May 17, 1916.
To the Editor.

Dear Sir:—We would thank you very kindly for the names of several of the best published journals on men's and women's ready made clothing.

Yours truly,
H. D. Leman & Co.

"Dry Goods Economist," New York; "Sartorial Art Journal," New York; "Clothier and Furnisher," New York.

* * *

Awning Manufacturers.

Lansford, Pa., May 12, 1916.
To the Editor.

Dear Sir:—Please give me the names of some reputable awning manufacturers.

I have some very nice awning orders which I would like to place, and the man who usually made them for me writes his men are on strike.

I have inclosed a stamped envelope and would thank you for an early reply.

Wishing your journal the best success, I am,

Respectfully,
R. A. Holmes.

Strawbridge & Clothier, Eighth and Market streets; R. J. Smith & Co., 207 Walnut street, both of Philadelphia.

* * *

Buyers of Barrels and Boxes.

West Chester, Pa., May 10, 1916.
To the Editor.

Dear Sir:—Please give us the name and address of two or three companies who buy barrels and boxes.

Thanking you, we are,
Yours very truly,
Lewis.

These buy barrels only: Richard Hamilton, Meadow and Wolf streets; Chris. Koch, Water and McKean streets, both Philadelphia.

These buy barrels and boxes: Harris & Harris, 1316 Olive street; James Gillin, 2615 N. Twenty-seventh street, both Philadelphia.

* * *

The Commercial Underwriter's Collection Scheme.

Bloomsburg, Pa., May 16, 1916.
To the Editor.

Dear Sir:—I think the inclosed check from "National Commercial Underwriters, Inc., J. J. Martin, Manager," which was returned on account of "no funds," is a good ad. for this concern. What do you know about them? Please return check.

Yours respectfully,
H. G. Pennington.

The Commercial Underwriters scheme is this: Some man located we believe in California copyrighted a series of collection letters. He has these printed and bound in books and sells them at so much to agents located throughout the country. The agents all call themselves the "Commercial Underwriters," and they resell the pads of letters to merchants at so much profit over what they themselves pay. The merchant himself sends out the letters to delinquents. Usually the agents are men of little or no financial responsibility, as they need no capital.

* * *

Fly Catcher Manufacturers.

Paterson, N. J., May 11, 1916.
To the Editor.

Dear Sir:—I have, what I think, is an improvement on the usual construction of wire netting fly catchers. Can you let me know the name of a few of the largest manufacturers of these in the United States?

Should my idea prove of worth I shall try to get in touch with a few of the largest wholesale dealers.

Thanking you in anticipation, I beg to remain,

Yours truly, F. Wide.

National Mfg. Co., Worcester, Mass.; F. J. Meyers Mfg. Co., Hamilton, Ohio; Wire Goods Co., Worcester, Mass.

Another Bill to Control Selling Prices.

Another bill to enable manufacturers to prevent underselling of their products by retailers was introduced in the United States Senate last Monday by Senator Borah. It stipulates that, in order to take advantage of its provisions, the vendor, manufacturer or producer shall not have control of the market for articles of the same general class as those to be sold; nor shall he be a party to any combination of manufacturers of similar articles. Power to fix a fair price would be given to the Federal Trade Commission, with right of access to books and secret processes and formulaes of manufacturers. The bill would permit sales at reduced prices only after the goods had been offered back to the manufacturer at the original price.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

"The Ferris Monthly Chat"

With 30,000 Grocers on the Atlantic Slope

F. A. Ferris & Company

262, 264, 266, 268, 270 and 272 Mott Street

New York

May 17, 1916.

IN MARCH it was "A SQUARE DEAL as to WEIGHTS"

IN APRIL it was about "A SQUARE DEAL with ONES-SELF"

NOW SUPPOSE WE TALK OF

"A SQUARE DEAL with the OTHER FELLOW"

"Howdy!" again, Neighbors. A good Summer to you in Health; a Business Worth While; and Self Respect! And how did our April Chat su you? Never read anything just like it before in a Mercantile Journal among the Ads, did you? As clean-cut on business ethics and as true as a Ca penter's Square? A Square is right useful now and then—no length of **rubber tube** will do the Square's Work. What the World wants, and what th Retail Grocers want, is Character, Fair Play, and Worth-while Service. We had it out straight then,did we not? But how will this work in a little busine (or in a big business, for that matter)? Does it stop the career of an enterprising, capable man and shut him up to planting corn, digging potatoes, etc.?

(Just here we must side-track our Chat to give our Compositor a chance to set up his Copy properly balanced.)

Coming through Fourteenth Street our eye caught the front of the old HEARN Establishment, which must cover six full City lots; but betwe Nos. 3 and 4 "Taylor's" Store is interjected, and between 5 and 6 "Bedell's" has found lodgment. Notice how our Artist has reproduced.

A Winsome Store Front Decoration for the Summer-Time

On the sills of the second story, across all the Hearn Stores are huge window boxes filled with large bulb growth, with luxuriant leaves a hanging vines around the edge of each box. Below this the iron frieze has been painted a fresh green to match. Note—over each entrance, in large lette HEARN. Do you see at once how effective an object lesson this is and what winsome advertising it will prove as the hot days come on? The eye every passing Shopper will catch that refreshing Display and be moved to go inside, to shop there in comfort. You see just how it looks! Now, this comparatively inexpensive and durable and will appeal every day to untold thousands of people who pass by.

Notice, too, how nothing detracts from this extensive line of living green. The street windows have such chaste and restricted displays and **not "cheap and nasty Cut Price placard"** in sight. You feel **the pull** of something novel that catches the eye. Hearn's Window Boxes are not Dry ds, and Hearn doesn't sell Boxes or Bulbs or Vines. But these will help sell HEARN'S DRY GOODS, don't you think? Isn't that a high trump e Summer Trade Game? We pass on the suggestion to you.

(Now that we have moved our Chairs out of the Compositor's way)—as we were saying of "SQUARE DEAL with the OTHER FELLOW."

THERE ARE SEVERAL GRADES OF MERCHANTS. Note Specimen No. 1.

Ye Editor had a delightful chat last week with the Manager of a huge Sugar Corporation, just organized and at work in Cuba. He asked him they would arrange for the Purchase of Supplies here for their twenty different units in the future. He replied that his Company would undertake tly the purchase of all Machinery, etc., but their policy would not be to assume the Distribution of Commissary Stores—they knew nothing about ling Dry Goods, or Groceries; their one purpose would be to grow sugar in as great quantities and as cheaply as they could under the application nodern principles and methods. A Store or Stores would be necessary at each one of their Industrial Centers, but they proposed to lease each Store me capable man to run the business on his own account. They asked only that he should satisfy their Employees as to Price and Quality and so in real way serve their interests fairly. Was not this a radical departure from the practice of most large Aggregations entering upon such a combination, grab every detail of Distribution, intending to make every penny in every Department themselves, and thus crowd out all chance for individual prise and success from their sphere. Now, how does the principle and practice of this great Industrial in this particular matter match up to the Square of Ethics set forth in the April Chat? Pass over a "Blue Ribbon" to this Merchant!

(Just here the Printer jogs our elbow and whispers, "Time to run in that Rose Window." Sure enough!

A Winsome Attraction for One of Your Windows

And this is the way the Ladies talked about it. Mrs. Johnston Ross, at her Bridge Party yesterday afternoon broke out to her partners with "Oh, did you see those Cluster Roses in one of Myrtle & Brown's windows? It used to be stupid enough and not over tidy, but it was cleaned out as a pin and in it stood a few of the dearest Rose Bushes, just blossoming out, and such a dainty, winsome Sales Girl. She told me how to plant nd took my order to deliver a half dozen direct from the Florist to-morrow, and she said they would have a special "One Kind of Flower Display" week until "Strawberry Time." But isn't it a cute idea and lots better than Canned Fruits, Package Goods, Bottles, etc., which like the brooks, forever?'—'And then I found lots of things I needed in their Grocery Stock at her suggestion. You must see that window; those Ramblers grace your lovely veranda, don't you think?"

ine advertising Mrs. Johnston Ross is giving Myrtle & Brown—if they have grace and grit enough to follow it up.

s we were saying,

E HAVE SAID THERE ARE SEVERAL GRADES OF MERCHANTS. Note Specimen No. 2.

letter from abroad tells us—"An American House has commenced work on their new building, covering one City Block, estimated cost, $500,000. re not planning to put out simply the products of their own manufacture, they will include in their Price-list the leading Articles shipped from ited States to their markets. For years the home merchants have imported for their circle of Customers needed Merchandise of many classes, their orders to the Commission Export Merchants of New York, who attend to purchasing, financing, shipping, etc., on a moderate commission. reign Buyer thus has the advantage of a thoroughly experienced, intelligent Agent, right on the ground among Sellers." But the new Octopus will Price-cutting all between the Consumer, or the Local Distributor and the Original Producer, spreading its tentacles and laying hold of everything ese directions. Now, how do you like that? Any "Blue Ribbon" here? Have we the Steel Square or only Rubber Tube, that bends any old way?

THERE ARE SEVERAL GRADES OF MERCHANTS. Note Specimen Nos. 3 and 4.

Forty years ago we frequently visited Milwaukee. Among the traditions of the place this was told with great gusto—Hon. John Plankington w then the Head of Plankington & Layton, which later became Plankington, Armour & Company. "Uncle John," as he was familiarly and affectionat known, was a fine specimen of manhood, standing over six feet in his shoes—intelligent, enterprising, straightforward and ready to co-operate for public good. Philip Armour had been brought up in that business and had then gone to Chicago to organize a Branch as Armour & Company. came up to Milwaukee one day with new ideas. He saw the row of wagons from German Butchers back up to receive the cheaper parts of H cut by Plankington, Armour & Company, which each Dealer took to his place and manufactured into Sausage, and distributed to his own set of Consum King Philip looked at this with disdain and said, "Uncle John, what do we do this for? We can just as well organize a Sausage Department in t Packing House, cut out these fellows, make our own Sausage and sell to their Retailers and Consumers." "Well, now, Philip," replied Uncle John, " don't want to have it all. These are hard-working, industrious, deserving men, and they have built up their business. Don't you think we had bet give them a little chance, too?" But "King Philip" never believed in giving anybody else even a little chance, and when his hand came on the ti the German Sausage Makers went "by the board."

We would like to pin a Blue Ribbon on Uncle John's lapel. A grand old man, wasn't he? And we stand up to recognize his true manlin He has gone to The Better Land long since and there seems no Special Delivery System in sight from New York thither. So we pay our personal trib to him here and now.

THERE ARE SEVERAL GRADES OF MERCHANTS. Note Specimen No. 5.

John B. had a good store and fine trade in his Home Section, founded through years of excellent service. Of course, on one side came an A. T. Co. Store, and on the other side near by, a N. Grocery Co. Store, and later, just now, farther down, an "All Package Grocery Store." These their swing for a few months but Grocer B. gave all the more attention to the appearance of his Store, to the Quality of his Stock and to the effectiver of his Staff. He was saying the other day—"Did it hurt? Yes, for awhile and a lot of 'my Regulars' tried it, but they found they didn't get any serv and they didn't get Quality. You can't sell fine Goods at low Prices any more than you can buy dollars at 75 cents, so one by one 'My People,' as I them, came back and now they stay put. I am doing a better business than ever and I never discount Quality nor cut fair Prices."

Will competition ever be limited? Well, years ago there was a strife in Railroad Building and parallelling that meant ruin on all sides. West Shore Railroad was the last and most sickening specimen of this sort of High Finance and Railroad Building. Do you know how the State New York now protects such enterprises? The Law allows the Organization of a Railroad Corporation, but steps in with certain Prohibitions which not yet laid on most other Corporations. The Public Service Commissions Law provides that after the Organization the Corporation cannot even b the construction of its proposed railroad without further obtaining from the Board of Railroad Commissioners a Certificate that the Proposed Railr **is a matter of convenience and necessity.** Without such Certificate the Railroad Corporation of any Common Carrier cannot exercise any franchis right granted by the Railroad Law under which it is incorporated, or by any other Law to secure further control. The Laws do not permit the trans assignment or lease of any franchise nor of any right under any franchise to operate a Railroad **without the approval of the Commission.** Nor d it allow the consolidation of any two Railroad Corporations **without such approval.** Nor may any Railroad Corporation of this State issue Sto Bonds, Notes, payable at more than twelve months after the date thereof, for the acquisition of property, the construction, completion or improve of its facilities for the maintenance or improvement of its service or for the discharge or lawful refunding of its obligations **until it shall have secu from the Commission an order** authorizing such issue and stating that in the judgment of such Commission, such issue **is reasonably required for proper purposes of the Corporation.**

Now, what would happen to you 30,000 Grocers of the Atlantic Slope if the Law in your several States protected your rights in that cast-iron w and will Legislation accomplish this in time and save you from your Commercial Assassination by Corporations, Chains, Exploiters, etc., generally? believe the trend is that way and certainly no class of Dealers in the Country are more entitled to reasonable protection of their rights than the men are now talking with.

In the meantime, "we uns" can well afford to watch out to see that we ourselves are, in every little way, giving "A SQUARE DEAL to the OTH FELLOW."

Now we put in a few words for ourselves. The first of June is at hand. That means the beginning of what we call the Summer Trade. Wil pay you to make the Ferris Trade Mark Hams and Boneless Breakfast Bacon, Leaders, this Season? One of our Loyal Grocers said to us last w "There is one thing I like about the Ferris People—they do not sell to every Tom, Dick and Harry Cheap Store." That is absolutely true. We h no interest in any Store, little or big, who wishes to cut prices on Ferris Meats. "The workman is worthy of his hire." We put our best of time, ex rience, labor and capital into producing regularly the highest grade of Food Product in the Ham and Bacon Line. The Law will not permit u combine with our patrons to fix prices, to the oppression of a consuming Public, but we are quite free to refuse selling to men who, by cutting p below a reasonable margin of profit, disturb our Distributing Facilities, injure our Loyal Friends, and never themselves become loyal friends in t So, if a Buyer doesn't want High Quality and isn't willing to get a Living Profit on the same, he has no interest in Mott Street, but for every intell industrious, progressive Grocer, who beleives in quality and in his living profit, we seem fitted for each other. Let us be as frank concerning the ha of the Ferris Meats. If you think to order a few and let them hang in stock until they are called for, **DON'T!**

Or if you think to put them alongside of four or five Cheaper Brands, and let them take their chances, on their price tickets, **DON'T!**

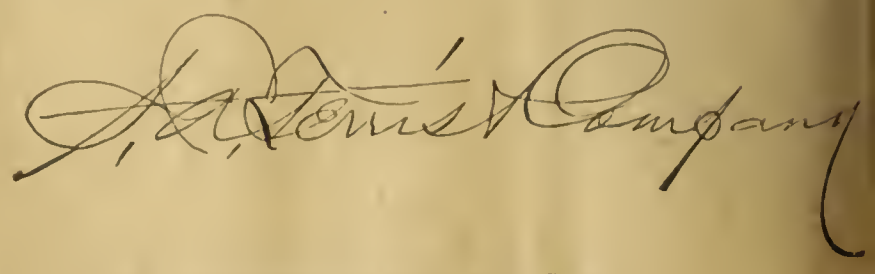
But if you wish to say to each good housewife, "The Best in the Country, Madam, and at a cost reasonable, Quality Considered," and you like to crowd them through your interested Salesmen, on Quality, then we are with you, and we say **DO!**

Are we not frank, and proposing "A SQUARE DEAL" between your good selves and us?

All orders received by One O'clock can be shipped the same afternoon.

Wishing you "A SQUARE DEAL" all around.

Very sincerely your friends.



Nos. 262-264-266-268-270-272 Mott Street,
New York City.

Retailers Tell What It Costs to Deliver

vering an Inquiry by This Paper as to What It Costs Them o Deliver Goods, Figures Vary Widely. Some Say Four o Five Per Cent. While Others Get Off With Less Than One Per Cent. Some Interesting Letters.

e burden and expense of deliv- so great to the average retail and there are so many re- for information regarding erative delivery, that as a mat- interest this paper sent out to nber of its subscribers a few ago the inquiry, "What per- e of your store expense is delivery?" The following are keenly interesting:—

e have three horses; they cost ier week, stable rent, depreciа- shoeing, feed are included in 12. We have two stores, av- $1,000 (and $350, a one-man oy). We deliver some orders he one-man store. We hire oung men, $8.50 and $12 per ; they solicit and deliver. I t costs us about 16 per cent. the $1,000. That includes $30 eek for myself. My son is in everly store, three miles be- I was just looking back over al weeks' percentages each one week was 20.49 and the 14 per cent. The solicitors bout $200 per week business, alance is store trade and tele- orders and quite a country ss. Of course, they take own goods with them. arge up salaries, rent, stable, telephone, freight, interest on ment, incidentals, average 1 $140 per week. ven't answered your question ut I should say 4 per cent., is lower than the average, I We have a Ford car at Bev- Costs about $8 per week to but would have to have two to handle the business if we ed down there. n't suppose you expected to ch a long letter, but I am in- d very much on cost of doing ss. I expect to get a truck nd do away with the horses

C. S. Burley & Son,
Burlington, N. J.

—

not able to tell the exact e of delivery. I think about 5 per cent.

A. S. Watkins,
Pomeroy, Pa.

—

delivery expenses are very about ¾ of 1 per cent. will l.

Wm. J. Lomas,
28 Germantown Ave., Phila.

—

sts me 9 per cent. to do busi- that .025 per cent. is deliv- ense.

M. W. Hicks,
Berwick, Pa.

—

t ⅓ per cent., a boy to de- ne months per year on Sat- at $1 per day. I do about r week the year round.

J. H. Hurlock,
Fifty-sixth St., Philada., Pa.

—

actual cost for delivery s to about 4¼ per cent. It figures about 5 cents for every order. We think we could save 5 per cent. if we did not deliver.

The Kuhn Co.,
Wilkinsburg, Pa.

—

For one year, as I calculate it:—

My wages (cheap)	$600 00
Rent, store	300 00
1 driver at $25 per month,	300 00
1 girl clerk	144 00
Costs for 1 errand boy	25 00
Stable rent	36 00
Keep of horse and wagon,	240 00
Light	25 00
Coal	30 00
Insurance	9 00
	$1,709 00

The items checked off (driver, $300; stable, $36; keep of horse and wagon, $240), I would reckon to be the expense for delivery; in other words, about one-third of my expense is due to delivery.

J. W. Thomas,
St. Clair, Pa.

—

My total fixed expenses are as follows:—

Rent	$84 00
Help	84 00
Taxes	12 00
Light	30 00
Heat	20 00
Incidentals	20 00
	$250 00
Delivery	75 00
	$325 00

* * *

Greencastle, Pa.

—

In reply to your question, "What percentage of store expense is due to delivery?" would say that I calculate it at 12½ per cent.

Albert S. Smith,
Lambertville, Pa.

—

The delivery is an expensive proposition. It costs me at least 7 per cent. of my business to deliver.

J. Warren Frame,
West Chester, Pa.

—

My delivery costs me $100 per month, and all the other expenses, rent, clerks and other smaller expenses, $400.

Wm. Swideski,
Mt. Carmel, Pa.

—

What percentage of store expenses is due to delivery? Have to say that we went the Acme Tea Co. one better. They went into it and got out. We never got in.

Frank Griscom,
Camden, N. J.

—

I figure $40 a week expenses, $12 of this is due directly to the delivery service.

The above expense is figured as follows: Rent, heat, clerk hire, upkeep of team, insurance, light and everything except depreciation, and as it stands is 10 per cent. of the amount of business done.

N. L. Minter,
Gettysburg, Pa.

—

As to delivery expenses, I do my own delivery myself and cost of horse and all expenses of one-horse team may run up to $125 to $150 a year, and at the same time of making delivery I haul back loads of freight, and make three or four deliveries a week. This is about as near to your answer as I know how and understand it. This does not include my time.

C. A. Ankerbrand,
Pine Grove, Pa

ASSOCIATION NEWS.

Southern Wholesale Grocers' Association.

Following is the official programme of the meeting of Southern wholesale grocers which will be held at Memphis, Tenn., on May 23-25:—

Wednesday, May 24, 1916.
10 A. M.

Convention called to order by President J. H. McLaurin.
Invocation, Rev. T. W. Lewis.
Addresses of welcome, Hon. Thomas C. Rye, Governor of Tennessee; Hon. T. C. Ashcroft, Mayor of Memphis; Mr. J. R. Paine, on behalf of the Memphis grocers.
Response, Mr. Albert P. Bush.
Address, Dr. Carl L. Alsberg, Chief Chemist, Department of Agriculture, Washington, D. C.

Wednesday, May 24, 1916.
2.30 P. M.

Convention called to order.
Address, Mr. Richard Dickinson, President of National Canners Association.
Report of Membership Committee by Mr. T. H. Scovell, chairman.
Address, Mr. Fairfax Harrison, president of Southern Railway.
Report of Purchase Cash Discount Committee, by Mr. John Ball, chairman.
Address, Dr. H. E. Barnard, State Food and Drug Commissioner of Indiana.

Thursday, May 25, 1916.
9.30 A. M.

Address, "Trade Acceptances," Mr. Beverly D. Harris, vice-president National City Bank of New York.

Thursday, May 25, 1916.
2.30 P. M.

Address, Mr. Wm. Silver, chairman of Arbitration Committee Na-

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Tea, Coffee, Extracts, Soaps, Starch, Blue, Baking Powder, Jams, Jellies, Oatmeal, Butter, Eggs.

* * *

Read these items fast—just as fast as your breath will admit. Speak them out.

Have you any fellows in your store who inflict that rigamarole on customers? If you have, suggest a change of job and recommend a soap box platform outside a fifth rate variety show at Coney Island.

* * *

As a nerve racker the parrot-clerk takes the lead, and as a sales-spoiler we can, with perfectly clear conscience, put him in the first rank. "Glittering generalities" is his stock in trade, and a sorrowful mess he makes of his "stock."

How much more effective a salesman can make his talk by taking one or maybe two of the items mentioned *after* the order is given, not *while* it is given, and talk inteligently about it.

* * *

We'll take jam, for instance, and you have your own brand in mind.

"By the way, Mrs. Smith, I notice you ordered a jar ——— Brand jam. You may or not be aware that this is a compound article, and while we consider this brand of jam perfectly wholesome and one of our popular sellers, yet we can offer you the pure article at only 2 cents a jar more. I do not insist on your changing your order, but I thought it no harm to suggest the other, knowing that it is made of pure fruit and pure cane sugar only. Not only so, but the strawberry flavor which you have selected is much more pronounced on the pure goods and really far more delicate because every drop of apple or apple juice put in the compound detracts just so much from the natural flavor of the natural fruit."

* * *

It is seldom wise to interrupt a customer by argument while the order is being given—especially if given hurriedly. The better way is to get your fine work in before the transaction is closed. People don't like to be distracted by having to continually give decisions.

Changing a customer over to your way of thinking is a mighty ticklish thing and ought to be gone about in the most diplomatic manner.

* * *

It would take a good salesman to convince the writer that another maker of clothes produced better goods than the kind he wears. Yet in all probability it will be done some of these days. Indeed, we're certain it will. But his argument will be along the line of the jam argument—a very little higher in price, but more stylish, smarter, more durable goods, etc.

* * *

The point is—don't hurry. Be deliberate, dignified, earnest, and above all, be sure you're backed up by truth.

tional Canned Food and Dried Fruit Brokers' Association.

THURSDAY, MAY 25, 1916.
8 P. M.

"The Federal Reserve System," Hon. W. P. G. Harding, member of the Federal Reserve Board.

"My Impressions of the Wholesale Grocer," Mr. Caruthers Ewing.

Address, Dr. E. E. Pratt, chief of Bureau of Foreign and Domestic Commerce.

"The Memphis Idea," Mr. H. E. Cottrell, Agriculturist, Bureau of Farm Development.

"Rural Credits," Hon. Ralph W. Moss, Member of Congress from Indiana.

National Retail Grocers.

The following officers of the National Retail Grocers' Association were elected at the New Orleans convention: President, John H. Schaefer, of Davenport, Iowa; vice-president, Sol. Westerfield, of Chicago; secretary, J. J. Ryan, of St. Paul (re-elected). Toledo was selected as the next meeting place.

Men With Sales Ability

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. Sixty-three per cent. of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

Waste Paper Balers
$12.00
AND UP
Buckeye Baler Company
1029 N. Main St. FINDLAY, OHIO

SO THEY ASK FOR
MAPLEINE
because there's nothing quite so good in a "Mapley" flavor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Filicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

The New York Letter

More Retailers Meeting to Push Stevens Bill. Patent Medicine Men Boast That Not Quite Half of Their Medicines Contain Alcohol and Habit Forming Drugs. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, May 19, 1916.

The second mass meeting, under the auspices of the Retailers' Council, Tobacco Merchants' Association of the United States, to further the progress of the Stevens bill, was held at the Hotel Astor last Friday night. The speakers were: Prof. Lee Galloway, of New York University; Dr. W. C. Anderson, Dean of Brooklyn College of Pharmacy; Prof. P. H. Nystrom, of Wisconsin University: E. A. Whittier, secretary of American Fair Trade League, and others. The committee was arranged by the American Fair Trade League, which has arranged similar committees in other lines of trade.

* * *

The Proprietary Medicine Association, being composed of patent medicine manufacturers, has been in session at the Hotel Astor during the past week. Various plans were discussed to change the public impression that the average patent medicine depends largely on alcohol or drugs to produce its results, and the association proudly gives out the statement that out of 1,078 preparations examined, only 480 contained alcohol or habit forming drugs! This appears to be very nearly half, although the association claims that some of the 480 were for external use only.

* * *

New York retailers are already beginning to exploit their coming food show, which is scheduled to take place from November 6th to 18th at the Twenty-second Regiment Armory, 168th street and Broadway.

SUMMARIZED MARKET CONDITIONS.

Tea unchanged. New Congous expected to open very high.—Coffee quiet but firm in sympathy with strong situation in Brazil. Santos coffees are a shade higher than a week ago. Milds still steady, quiet and unchanged. Java and Mocha unchanged at ruling prices. Java very scarce.—Sugar practically unchanged for the week. Raws possibly a shade easier but all refiners unchanged.—New canned tuna fish announced at a very high advance over a year ago. Opening prices were $4.50 for ½s, $7.25 for 1s and $3 for ¼s, as against $3.25 for ½s and $5 for 1s last year.—Salmon unchanged and firm. Domestic sardines a shade easier for new pack goods.—Canned fruits all unchanged, with outlook strong for California peaches. No change in canned vegetables.—Corn firm.—Raisins firm. Association withdrawing offerings, being sold up on futures.—Prunes firm on short crop outlook. Other dried fruits unchanged.—Wheat shows sharp decline at close of week.—Flour perhaps 10 cents a barrel under a week ago.

The Week's Dry Goods Business.

Marshall Field & Co.; in their weekly review of the dry goods trade, say:—

Wholesale distribution of dry goods has been in excess of the corresponding period of a year ago.

Road sales for immediate delivery show considerable gains over last year and are running ahead of 1915 for fall delivery.

Many more customers have visited the market during the week.

Collections are better than for the same period last year.

Prices on domestic cotton goods are firm.

This Groeer Thinks Stevens' Bill will Stop Cutting.*

Selects Some Sample Cuts From Department Store and Chain Store Advertising which He Says Could not Have Been Done Under Stevens' Bill, always Provided Manufacturers Took Advantage of the Bill.

I am told that about 85 per cent. of the retail distributors, backed by many wholesalers and manufacturers, are in favor of the Stevens bill or some similar measure that will obtain for them a square deal in the distribution of well known articles of merchandise. It is a fact that certain dry goods people particularly select well known goods in the grocery line and use th leaders to attract trade to stores, apparently to boos sales in other lines. As an ev of their active interest these ing facts and quotations of date are submitted:—

Retail Grocers'

Octagon soap, 10 cakes for 35c. .....
Old Dutch Cleanser, 3 can for 20c. .....
Bon Ami powder, 3 pkgs. for 20c. .....
Babbitt's Cleanser, 7 pkgs. for 25c. .....
1 lot only to each customer no phone or mail orders for soap only.
Life Buoy soap, 2 cakes for 6c. .....
Ivory soap, 2 cakes for 6c....
Star shoe polish, 2 for 11c...
2 in 1 shoe polish, 2 bottles for 12c. .....

Then we have certain chair selling:—

L. & P. sauce, 19c. per bottle
Walter Baker's cocoa, 36c. per lb. .....

And in addition certain c drug stores:—

Welch grape juice, pints, 17c per bottle .....
Fairy soap, 7 cakes for 25c...
Ivory and Life Buoy soap, cakes, 25c. .....

Any man in the grocery b knows that these goods, i were not bought at a fire or sale, could not be legitimate posed of by anyone on th indicated. As a matter o many of the items are less t manufacturer's selling price lots.

We find in most cases th the big dealer who underta cut prices below cost of pro on these well known article two reasons apparently. C bring custom to their stores, them profitable lines, and to seemingly drive off small petitors. This small man i entitled to some considerati makes up the vast majority, comes to distribution and a votes are counted, and io this smaller dealer is t these lines on a legitimate i

If this cut-throat business tinued, it is only a question when these big retailers through the whole line of and cut everything that's wo ting. The time has arriv some corrective measure adopted. The best sellers are those goods on which price is established, i. e., a fixing can be done under laws. Those are the article ed for slaughter. Many a facturer of established re

*NOTE.—Portion of an address delivered before last week's convention of National Retail Grocers' Association.

ld prefer to have his goods re-
ed to him or other disposition
e of them than have them
ed. If goods of merit may be
without license as to selling
it is only a question of time
the goods in question will
to be of interest to the retail
r, and in fact the consuming
c will also doubt their value.
t prices do not benefit anyone.
body has to pay for the cost
tribution, as neither the retail
oods man nor the chain store
ell all of their respective lines
cost because there would be
d, and not far distant, to their
rise.

m what I know of the Stevens
amended, it looks good to me
can see no reason why it or
other suitable measure should
given a trial to curb this cut-
usiness, which is growing
each day. No monopoly is
ed; it is progressive legisla-

GEORGE P. THOMPSON.

Orleans, La., May 18, 1916.

**od Reason for Copying the
e of Shredded Wheat Biscuit.**

Shredded Wheat Co. has filed
e Federal Food Commission a
nt regarding Ross Shredded
which contains the following:

contended that there was not
ightest need for making the
biscuit of the same form,
size and color as the older
t, save to obtain a market for
w product, the only object of
ss Food Co. being, it is said,
upon the market a whole
biscuit like the respondent's,
t recourse to the innumerable
forms, sizes, colors and
available without changing
uality or character.

The Grocery Markets

Tea.

The only thing of interest in the tea market for the week is the situation in new Congous. The market has not opened for the new season on these teas, but already the bidding has begun, and Russia is reported to be in the market with plenty of money and with a bid of 7 cents per pound above what other countries were willing to pay. It looks as if these teas might open as high as 20 to 22 cents a pound, just about twice the price existing before the war. The spot market for Congous will undoubtedly be affected by this, although as yet it has not been. Other teas are unchanged and in quiet demand.

Coffee.

Santos coffees are a shade higher than a week ago, probably not more than ⅛ cent. The reason appears to be the continued firm feeling in Brazil, which is quoting prices relatively above the parity of this country. The demand is quiet. Rio coffees are unchanged and dull. Mild grades show no change from a week ago and in very quiet demand. Java and Mocha unchanged; steady prices.

Sugar.

The sugar market remains unchanged from last week. Raws are being quoted at about the same price as a week ago and refiners are all exactly where they were on refined prices as at the last report. Demand for sugar is quiet; there is no disposition whatever to speculate.

Syrup and Molasses.

Glucose remains unchanged for the week and compound syrup is dull at ruling quotations. Sugar syrup and molasses are both unchanged with a light demand.

Fish.

Mackerel shows no change from last week; demand fair under the circumstances. Cod, hake and haddock are out of season and almost out of the market. Domestic sardines of new pack are a shade under what they were a week ago; demand quiet. Imported sardines still very scarce and very high. Salmon shows no change from last week, prices well maintained and demand good.

Canned Goods.

Tomatoes on spot are nominally unchanged, but here and there one hears of offers a shade under the market. Future tomatoes are, perhaps, a shade easier than they have been. Corn is working up and the general situation is quite strong; demand fair. Peas are still heavy, and will nowhere clean up before the new pack comes on the market. What that new pack will be is, of course, uncertain, but Wisconsin has had the worst growing season on record. As a matter of fact the only thing that can rescue peas from their present depression is the cutting down of the production this year. Apples show no change in price and dull demand. California canned goods are not changed in any way, nor are small Eastern staple canned goods.

Dried Fruits.

Prunes are quite unsettled and uncertain, with prices still very high on the coast. In the East the market is unchanged; demand light. Peaches and apricots are quite dull at ruling quotations. The organization of combinations to control the evaporated peach and prune crops, has been previously reported. Raisins and currants are quiet at unchanged prices.

Beans and Peas.

Pea beans, by reason of continued scarcity, are still tending upward in a large way. The price on spot is from $4.15 a bushel to $4.25 a bushel, depending on quality. To come forward, the market is slightly higher than that; demand fair. Marrows have advanced from the same cause to $5 f. o. b. in a large way. California limas have also advanced about 15 points in sympathy with other beans. Green and Scotch peas unchanged and quiet.

Butter.

The consumptive demand for butter is very good and the receipts are being absorbed every day on arrival. The market is firm at prices

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

THE FLOOD TIDE

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

Our markets continue to advance, the situation is largely due to the export demand and the lack of foreign importation brought about by the war in Europe. The situation will not improve as long as the war lasts. Peace should bring some relief, although it would be gradual.

UPS—The market higher, there has been several advances lately and no signs of any reaction. We believe you will pay still higher prices for all grades of Syrups. Buy now and buy our well-known brands—**Challenge Table Syrup, Royal Syrup, Very Best Syrup, Starlight, Gilt Edge, White Clover, Extra Amber, King B Drips,** all Summer boiled, extra body. Also New Orleans Molasses becoming scarce, buy your Summer wants before warm weather sets in.

AL CANNED SYRUP—We cannot recommend this too highly, as it has flavor, color and body, and makes a very desirable Table Syrup. We are in a position to name a special price in lots of 5 and 10 cases. No deal, not necessary, real value. We quote: No. 2 cans, per doz., at 84c.; No. 2½ cans, per doz., at 96c.; No. 5 cans, per doz., at $1.95; No. 10 cans, ½ doz. in case, per case, $1.82. This offer only good for this week. Act quick and save money.

NED SPINACH—Now packing Spring crop; the pack will be very light; the price green per bushel almost prohibitive; the canned article advancing. We can offer for prompt shipment Ex. Fancy No. 3 Garland, at 95c. per doz.; Champion No. 3, at 90c. per doz.; Hantlove No. 3, at 88c. per doz. Place your order now.

MIUM TEA—We have a good quality mixed Tea packed in ½-lb. packages, 100 packages in a case (50 lbs.), and with every case we give one case of decorated chinaware, 100 pieces, good quality and attractive, a piece to be given with every package; make a display of the chinaware and you will sell the Tea; price per lb., 38c., or 19c. per package.

RK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

ranging the same as a week ago. The quality of the butter arriving is very good. Other conditions are very favorable for making fine butter, and there is likely to be a good market at unchanged prices for the next week.

Eggs.

The quality of the eggs arriving is very good. The market is firm, prices ranging the same as a week ago, with an active consumptive demand. Some of the receipts are going into cold storage warehouses, and it is not likely that there will be any change from present prices for the next few days.

Cheese.

The stocks of old cheese are very light. The market is firm at about ½ cent per pound advance over last week. New cheese is steady at unchanged prices, with a good consumptive demand. There is also considerable cheese being sold for export. There is likely to be an increase in the make, which may be followed by an increase in the consumption, but not much change is looked for in price.

Provisions.

The consumptive demand for smoked meats is very light, prices remaining high, and stocks are reported to be light. Pure and compound lard are steady at unchanged prices, with a moderate demand. Barreled pork, canned meats and dried beef are firm with a light demand at unchanged prices.

INDIVIDUAL MARKET REPORTS.

American Sardines.

The sardine packing season opened about thirty days ago and the pack so far has been light, owing to the scarcity of fish.

Practically all the sardine packers have joined the sardine branch of the National Association of Canners, which has direct supervision over the general sanitary condition at the factories, as well as inspection of all fish packed. This arrangement insures the rejection by the packers of any fish offered them which are not suitable for packing, and will, of course, improve the quality of the general sardine pack.

The demand for sardines so far this spring has been rather light. Buyers generally have sufficient stocks of goods purchased last season for immediate requirements. The tendency on the part of buyers appears to be to hold off until their stocks are entirely cleaned up before placing further orders, and figure there is a possibility of obtaining slightly better figures by waiting.

While the $2.75 basis on keyless oils looks high, compared with the minimum $2 price in effect late last season, buyers should not overlook the fact that the $2 price was considerably below the cost of production last season and that advances on prices of oil, cans and practically all materials used in packing sardines has probably increased the packing cost this season at least 50 cents, so that the present figures are really low under present conditions. Some packers are refusing to meet the $2.75 basis, preferring to hold for an improvement in the demand, when they figure they will be able to get better prices.

The export demand continues, with inquiries for large lots from regular buyers, so that chances are against any accumulation of stock.

JED FRYE & CO.

New York, N. Y.

Evaporated Apples, Etc.

There have been no new developments in the evaporated apple market the past week. Some jobbing orders come in all the while at from 5¼ cents per pound up. These are filled out of stock in cold storage.

The weather continues cold, which keeps back the blossoms.

A few cars of new crop prime were sold the first of the week at 5 cents per pound, but this price brought out a good many buyers, so the sellers withdrew. It is now impossible to buy under 5¼ to 5⅜ cents, which buyers consider too high.

C. C. HALL.

Rochester, N. Y.

Spices.

The market has been rather inactive during the week. This, however, is expected after the unusual rush we have had since early winter. It is predicted that in the course of another two or three weeks an active demand will set in for nearly everything in the line. Stocks in our country are exceedingly short and the visible supply will be inadequate for the demand we will have until October 1st.

Pepper.—Rather quiet, with only a routine demand. Stocks in dealers' hands are moderate. Any unusual demand will have a tendency to advance prices.

Red Peppers.—Rather dull and unchanged.

Pimento (Allspice).—Unchanged. Demand hardly up to normal.

Nutmegs.—In fairly active demand at prices which are slightly lower.

Cassias.—Demand is somewhat better this week. Prices are holding steady.

Gingers.—All grades are unchanged at previous quotations. Demand fair.

Green Ginger Root.—First importation will be here during early June. Prices are expected to be high.

Tapioca.—Trading has been lighter and prices are slightly higher.

Paprikas.—Prices in Spain are above present spot quotations. Hungarian still out of stock.

McCORMICK & CO.

Baltimore, Md.

Foreign Grocery Specialties.

Mushrooms continue as scarce as ever—only very few small lots are arriving here from time to time, but the prices seem to be going higher with every shipment, so that mushrooms have become a real luxury which can be indulged in only by the very rich.

French Peas.—Some quotations have been received for the new packing, and the prices are really rather reasonable, although, of course, higher than in ordinary times, but it is too early yet to talk about real quotations on new French peas.

The olive oil business has never been as flourishing as it has been now. Owing to the high prices for cottonseed oil, the trade seems to have turned to pure olive oil and the demand for pure olive oil is splendid from all quarters of the United States. Prices in Italy are just as high as ever, and, in fact, very strong and tending higher. This refers particularly to oil packed in tins and bottles, because both tin and bottles are advancing steadily, but not only tin and bottles have advanced, but also all other materials, like solder, the lithographing ink, labels, packing materials, and not to forget also labor charges; so there is absolutely no likelihood of seeing any lower prices for olive oil in the near future; on the contrary, we anticipate higher prices for olive oil and a steadily advancing tendency.

There is quite a scarcity in the market for Spanish red peppers (pimentos), and particularly the one-pound tins are very scarce and held in very few hands. Shipments now arriving cost a lot more than what is on hand here, and prices will have to be advanced, as the new shipments are arriving.

Garlic.—The Italian is now absolutely out of the market. Whatever is left is evaporated and entirely worthless. Some lots of Louisiana garlic have arrived, which are not of bad quality, but must be used for home consumption, as they would not stand shipment. What we believe is the first shipment which arrived here was received by us yesterday of Mexican garlic, the quality of which shows very fine, and the price is comparatively very reasonable. It is difficult to say how many more cars of Mexican garlic will go forward, owing to the uncertainty of the political situation, and in view of the difficulty of securing shipments of any materials from Mexico. New Italian garlic is being offered for shipment from Italy the beginning of next month. Of course, the first shipment arriving here of new Italian garlic will not be fit to be shipped far away from New York, as they will always show a lot of humidity, so the Mexican garlic will be good property for some time to come.

STROHMEYER & ARPE CO.

New York.

Imported Fish Specialties.

The situation in the salt fish market remains entirely unchanged. There is only a moderate hand-to-mouth demand and prices are unchanged all along the line.

Of French imported sardines only very little remain unsold in first hands, and practically nothing remains in France unsold. French sprats are tically unobtainable except a few driblet lots, which are held at such figures that no one with any would buy those French sprats at ent prices. Portuguese sardines a limited supply and in fairly goo mand, but prices are high, and th no likelihood of lower prices i near future. Norwegian sardines tinue very high. It is utterly i sible for us to import anything small quantities at the prevailing ent prices, which are much too for us, but which evidently the ers in Europe consider reasonabl cause they are buying all that is o to them at whatever price is being by the packers.

Owing to the scarcity of tinplat other raw materials and owing t exceedingly good demand from pean countries for Norwegian sar there is little likelihood of lower in the near future.

STROHMEYER & ARPE

New York.

Say Canned Oysters Have N Had a Fair Deal.

Ways and means of popula oysters as a staple food were disc at last Wednesday's session o Oyster Growers' and Dealers' As tion of North America, and scheme that found most favor i eyes of the delegates was the pa and shipping of the bivalves in ranging from a pint to five q Growers complained that the grea jority of jobbers "manhandled oyster before it was passed on t consumer, and that there was alto too much adulteration. Objectio also raised to the methods of ha oysters in tin cans, several sp contending that there was too g disposition on the part of deal treat canned oysters with no mor sideration than tomatoes or corn.

The Week's One-Time Ads.

Seen this week's back cover? If you haven't, there's something coming to you—the biggest big thing in the shape of an account register I ever saw or you ever saw. The widely known and justly celebrated Total Account System, at $32 for the 110-account size, with 20 per cent. discount (that's $6.40, getting the price down to $25.60) if you use the coupon in the corner of the ad. Ever hear of such a price for an account register as good as the Total Account? It's a whole bookkeeping system in a bronze metal and mahogany cabinet—saves you no end of work and bother. Here's a chance to reform your bookkeeping for a little bit of money. If you could put this system in without paying anything at first, on a scheme to pay what you thought it was worth after it had been in a couple of months, chance is you'd be willing to give up two or three hundred dollars.

* * *

The Ferris talk is in again this week. If I was a retailer, getting the "Modern Merchant and cery World" every week, I the paper aside when I sa Ferris ad. in it, until I had a time to myself Then I'd down and I'd just eat that talk up—the last word of it time the talk's on gumption i chants. The ace-high cl writes the Ferris ad. give amples of things differe chants have done. You ca out the ones you think gumption, and the ones you showed none. They take a fling at the chain stores, too sell cheap, but they don't giv ice, and some of them don't quality. They suit some peo can't suit all. In this ad. t ris people say a little abo own stuff. They've sure g little coming to them, for t been entertaining the lot of months without a thought of goods. You'll have to read t Don't dare to miss it.

JIMMY MAN

tea-

that's only half a word — the other half is

LIPTON'S

We grow it, we blend it, we pack it—five kinds to meet the varying tea tastes.

Your customers will appreciate your compliment to their good taste when you recommend Lipton's Tea.

No Advance in Prices

Thomas J. Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

Let's Have a Union of Our Own.

I was talking with a fellow the other day that's a member of a moulder's union. You know I never did have much use for some of these unions. They ain't all bad, but some of 'em are the limit—the worst you ever saw. This fellow said they had a rule in his union that nobody could do more than a certain stunt in a day. They had an idea what a full day's work was and if anybody went over that he got called down.

Great for the fellow that can't do any more than that, but what about the fellow that can, and that can make more money the more he does? What about holding him down to less than he can do—and holding his money down too? Ain't so fine for him, as I look at it. And it ain't so fine for the boss either.

That's the reason I ain't ever had much use for unions. That is, for some unions. They ain't all that way.

But I do think a union of that kind might be good for grocers. If you could get the chain stores to come in on it. I suppose you couldn't do that.

This ain't a joke. I'm talking common sense now. Listen here. You take it from me, something like that ought to be got up to give customers all they ought to have for a dollar, *and then stop*. D'ye get that? *Stop* when they've got all that's coming to 'em. The trouble with us now is that some of us don't know when to stop. We go on and on giving 'em more and more, and by the great United States by the time we're through we're getting a whole lot less than they get.

Then's when we bust.

I believe I'll get up a union like that. We've got just as much right to it as the moulders have, ain't we? If they can say what's a day's work, and kick a moulder in the slats if he does more than that, why ain't we got a right to say what's a dollar's worth? And kick a grocer in the slats if he gives more?

Come now, where's the hole in that? Seems like horse sense to me.

I heard a customer of mine going on to his clerks the other day because some woman called up at half past six every morning and made 'em deliver a loaf of bread.

"Well, why in thunder do you do it?" I said.

"She'd get sore if we didn't and take her trade away," he said. Of course I knew he'd say that. "The other stores would jump at doing it to get her trade."

There 'tis. I'll ask 'em all to join my union and one of the rules'll be that no woman can have a loaf of bread delivered to her at 6.30 in the morning. If anybody breaks that, the union'll cut off one of his ears.

I'll be president and the first rule we have is one to pay me the fat salary that a gent like me ought to have for getting up the idea.

There'll be a bunch of rules, and they'll all be alike in one way: the idea'll be to keep customers from getting away with more than their dollar's worth. Of course we'll put up prices right away—that's the biggest thing about it. If you ask me, I say nobody's got a right to get for a dollar something that cost a grocer a dollar and five cents. Have you got any come-back to that? Why do they get it? Because somebody thinks it's foxy business to give it to 'em. He thinks by giving 'em something for a dollar that cost him a dollar and five cents, he can put the other grocers in bad. Ain't that right? Sure it's right. And what's more, he *puts* the other grocers in bad. Sometimes he puts 'em in *so* bad that they never come right again. It ain't the thing to do, I don't care what anybody says.

How am I going to make everybody join my union? That's *my* business. I'll make 'em join all right. Of course some'll say they won't join. I expect that all right. But after a few bricks have dropped on their skulls as they go by a half-done building some time, maybe they'll think better of it. As long as there's such a thing as dynamite in the world, there's a bully chance they can be made to join. That's my job. Take it from me, if I get after 'em they'll join or they'll die.

We ought to get a lawyer and see if he can't fix this thing right up. I suppose we could get a good lawyer who would let us talk with him for half an hour for a thousand dollars, couldn't we? Come on now, start the thing going! I'll start her myself with all the money I've got in my pocket (wait a minute till I take out them bills). Here you are—wait till I count it. Thirty-six cents! Hurray!

THE STROLLER.

Pennsylvania Organization Notes.

The New Castle Retail Grocers' Association held a splendid meeting, preceded by a supper at the Y. M. C. A. Building on May 8th. The guests included the grocers and wives, also the clerks employed by them. It was a notable gathering and there was a rare spirit of good fellowship. Mr. Smedley made the chief address, speaking on "The Sale and the Customer." Later the guests were entertained with an illustrated lecture on "The Making of Honey." The slides showed the habits of the busy bees and it was of great educational value. This is one of a series of meetings to be held to which the clerks will be invited. We commend this sort of meeting to other associations.

* * *

On May 9th the Organizer was the guest of the Meadville Business Men's Exchange at a banquet held at the Hotel Kerpel. About fifty were present, and after enjoying a most enjoyable menu, the president, Mr. Schick, introduced as the first speaker Hon. W. L. Metzerbacher, who spoke on the subject of co-operation between the business men of the town and th ers and urged a careful study farmer and his needs. Both, l have a growing need of each ot every effort should be put forth about a thorough understandi appreciation of each other. Mr. ley followed in an address on t eral topic of co-operation, afte Mayor Reynolds spoke on loca Meadville is a wideawake, pro city with a vision. As an ins new bond issue which is to b upon in the near future has in i an appropriation of $10,000, which is to be used for the and support of a Community H the use of rural visitors to t It is believed that this investm yield big dividends in attracti visitors and providing much ne cilities for their comfort.

* * *

On May 9th Mr. Smedley c Greenville, met a number of t merchants and arranged to retur sist them in organizing a busine association. Greenville is a pr town, with live, go-ahead me and there seems to be a desi their part to effect a proper o tion.

* * *

Mrs. Mary Copley Thaw, o burgh, has offered five prizes each and five prizes of $5 each best-kept lawns and yards in this season.

Cresson is the summer home Thaw and her generosity is muc ciated and has proven a keen i to the beautification of this c mountain town.

* * *

The Wellsboro Association is great forward strides. It no paid secretary and is taking a terest in public affairs. Its achievement is the securing o glass plant to be operated by th ing Glass Works. This means ployment of from 200 to 250 with a wekely pay roll of abo

* * *

The Reading Chamber merce has elected Dr. Frede son president. Ex-President E ris was presented with a g when he relinquished the o he filled so ably.

Investigation on to See W Jobbers' Association is a Tr

The Federal Grand Jury la began an investigation to whether the Nebraska-Iowa W Grocers' Association is operati lation of the Sherman Anti-T The Department of Justice at work on the case three ye alleged by critics of the or that it restricts the direct d of food and that jobbers o association cannot buy as c those within it. Twenty-five from various sections of th will testify and the evidenc submitted to the Attorney-G the United States. Fifty-six j affiliated with the organization

Do We Deserve Support?

Through these advertisements we have placed **Goldenoyle** with a large number of grocers who seemed to feel that we deserved support because we came to the grocer first with our product instead of using the consumer as a club.

We think also that we deserve support—if our product is all right. As to that, subject **Goldenoyle** to all the tests you can think of. You will find it the highest grade cooking and salad oil on the market; and most attractively packed.

Every grocer has a demand for a cooking and salad oil, and every grocer can sell **Goldenoyle** better than other brands because it is better than they are.

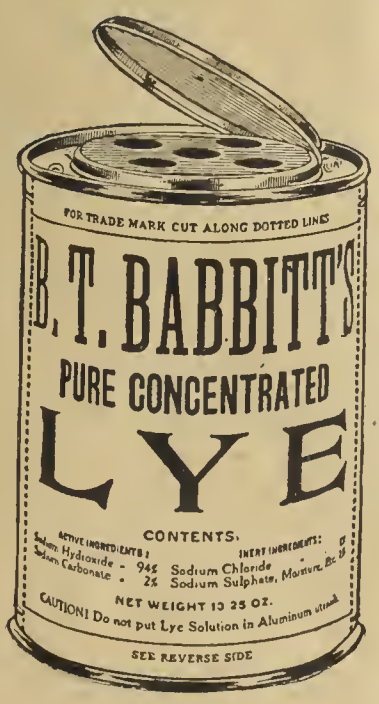
Packed 4 doz., 7-oz. bottles; 2 doz. small cans, 21¾ oz. each; and 1 doz. ½-gal. cans. On 3-case order we prepay the freight. Beautiful recipe book for retailers' customers.

A. C. Nowland Company

257-259 North Front Street **PHILADELPHIA**

BABBITT'S

PURE CONCENTRATED LYE



Keeps its strength to the greatest length"

d that's why consumers ow it's "The Lye to y." There are many uses lye and its virtue all lies the way it is made, just its sale depends on the y it's advertised. We keep up its quality and ength. It is unequalled as a home soap maker, nfectant and deodorizer. The new sifter top tin kes it handy for the consumer to use. Call your tomers' attention to this new package and you e additional sales and profits. The Trade Marks good for valuable and useful presents.

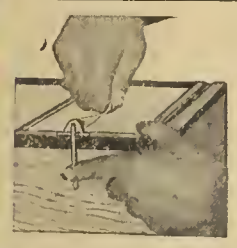
B. T. BABBITT, Inc.

NEW YORK CITY

A FEW LIVE CRACKERJACK FIXTURES

TRADE MARK

Let Them Save You Time, Money and Drudgery

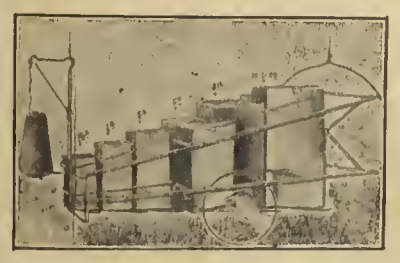


Engelhard Patent Show Top Fasteners

Only successful holders ever placed on the market for automatically fastening show tops to boxes. A "simple twist of the wrist" makes them hold "till the cows come home." Strong, simple and durable. Tbousands have been sold.

Price, Postpaid, 35c Per Pair; Dozen Pairs, $3.00

You'll never again bother with nails or screw eyes after you have tried these.



"Crackerjac" Sack Rack

WITH TAKE-UP TWINE HOLDER

Used in any position, upright, horizontal or fastened by side to wall. Twelve compartments, holds over 1500 bags, delivers only one at a time. Easiest filled, easiest to remove bags. No springs or clamps. Compartments numbered. Handsomely enamelled. Every size from every side. No climbing to replenish bags, within arm reach.

$3.00 EACH—F. O. B. Sterling, Ill.

"Crackerjac" Patent Pail Covers

Best, simplest and most durable. Lids lift completely off of pail when opened. Maximum display of contents, symmetrical and handsome in appearance. Patent fastener permits instant attachment to pail without nails or screws. Oak rim, handsome antique finish.

Price . . . . 75c Each
With False Bottoms, $1.00 Each

F. O. B. Sterling, Ill.

EVAN L. REED MFG. CO.

STERLING, ILL.
101 A Street

Makers of

"Crackerjac" Sanitary Steel Slide Racks for Pickles and Other Patent Display Fixtures :: :: :: :: ::

No. 364.—How Much Insurance Money Is Wasted.

Readers of these articles know that from time to time I break out with something about the great need of knowing the provisions of an insurance policy and following them. As a matter of fact, these outbreaks are practically all aroused by cases which have been brought to me, wherein somebody has failed in this duty, and is confronting a loss in consequence. It seems so exceedingly plain that any business man paying good money for insurance should know enough to be able to realize upon his investment, if the occasion arises, that I cannot get it through my head that there is the slightest excuse when these things happen.

One of the most expensive forms of insurance is indemnity insurance, such as is carried by firms using delivery wagons, more particularly motor delivery wagons. It is astounding how many men carrying this form of insurance fail to comply with the invariable provision that the company must be *immediately* notified of the accident if there is one. Every indemnity insurance policy contains this provision, usually in the following language:—

Upon the occurrence of an accident the assured shall give immediate notice in writing of such accident, with the fullest information then available, to the Company at its head office in———. If a claim is made on account of such accident, the assured shall give like notice thereof; with full particulars.

I was sitting in the office of another attorney only yesterday when a client of his—a large wholesale house—telephoned in about a suit that had apparently just been begun against it. The attorney was inquiring about the facts, and after listening for a time said this, which tells the story of another case precisely like those I am discussing: "Did you notify your insurance company when you first heard about the accident?" * * * "Well then, your chance is gone. You're too late now. Didn't you know the policy said the company should be notified right away?" * * * "Well, too bad, but you'll have to stand the brunt of it yourself now."

It was really that which inspired me to write this article, coupled with the fact that an appeal court about the same time handed down a decision in a case of exactly the same kind. In that case the court applied the above provision of an indemnity insurance policy, which is in practically general use throughout the entire United States. One of the delivery teams of a business house had run down and killed a 3-year-old child. The parents sued the driver's employer and recovered heavy damages, about $2,600. The employer in turn sued the insurance company in which he had an indemnity policy, to recover the above amount, the company having refused to pay because it was not notified of the accident when the policy said it should be.

I reproduce the following from the court's decision, upholding the insurance company in refusing to pay:—

> On October 30th, a three-year old child was accidentally injured by one of the insured teams, which was in charge of its driver. The fact of the accident was known the same day, by the immediate superior of the driver, a Mr. Clark, who represented the insured in the county where the accident occurred. On January 27th, nearly three months after the date of the accident, the insured was notified by a firm of lawyers that a claim for damages resulting from the accident had been placed in their hands. On April 1st, an action to recover was commenced, and the summons was served on Mr. Clark, the insured's representative, on April 7th. It was not until April 20th that the plaintiff gave to the defendant, at its head office, any information concerning the accident which had occurred on October 30th of the year before, or as to the claim made therefor by the attorneys in January. Counsel for appellant contends that this was not immediate notice, such as was plainly required by the contract. We think his contention is well founded. The provisions regarding the giving of notice to insurance companies upon the happening of an accident are valid and of the essence of the contract, being designed to enable the company to investigate the circumstances of the accident while the matter is yet fresh in the minds all, and to make timely defe against any claim filed. It was plain duty of plaintiff to report accident as soon as it had kno edge of its occurrence.

So that the business hous question was obliged to pay probably $3,000, counting attor fees and costs, merely becau failed to comply with the s provision of its policy that wh accident happened, the com which is suppose to pay f should be immediately notified

There were some features i case which show how slip-ups occur in the giving of notic appeared that the man nam the above extract from the op Clark, had known of the ac shortly after it happened, but failed to tell his employer. often happens. There should standing order in all establish carrying insurance of this char

Weekly Window Display Suggestions

Memorial Day Trim.

The display of cakes and preserves is arranged in the followin First cut red, white and blue crepe paper in strips about two inche Tack on strip of each color on each side of the window at the top, tw then tack at the bottom. Arrange the strips at the top and bottom the s against the glass. Then cover the floor of the window with whit paper. Directly in front arrange pyramids of dainty cakes in boxes. I center make a pyramid of boxes and cover with white crepe paper, and around this place jellies and preserves. At either side arrange cr and milk lunch biscuits as illustrated. To make the background, run of the white crepe paper across the rear and finish at the top with the colors. Suspend a large, neat sign with lettering as illustrated.

nmediate notice of all acci- *must* be given to some respon- head whose business it is to fter such things. In this case Clark was asked why he report the accident, he said: id not know he was supposed l he thought nothing would of it."

business house in question aimed that it did give notice he insurance company's local . This, too, often happens, gh the policy almost always es that the notice must be to the company's *head office,* this policy. Therefore the aid "this was not in compli- ith the policy, either as to place."

Copyright, May, 1916, by Elton J. Buckley.)

—

tion: L. R., Pa.—Please ac- thanks and appreciation of luable paper. It is a valu- d very instructive paper and ne present needs and require- of the present age. e also been impressed with gal Department and wish to some information. ose a man and wife who children purchase a store idence and have the deed n both names. In case of f either one the remaining omes the sole heir, but to loes the property go after h of both parties if no will ?

se the husband dies, can the aim any tax, there being no ?

.—Can you give me any in- on concerning the financial of Roanoke Real Estate Roanoke, W. Va. Are they rm to invest money and get nt. interest?

er.—If the bill of sale for ness, and the deed for the ate are made in the joint husband and wife, the sur- ll automatically take the ing when the other dies. alled title by survivorship. ement is necessary and no he law automatically vests e title, both of the real and property, in the survivor. no taxation anywhere. hen the survivor dies, the will pass to his or her next no will is made. Roanoke Real Estate Co. have no commercial rating, vise investing no money

—

Requests for information in tment should tersely set out the facts bearing on the case, uestions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

A Southern Retailer's Way of Curing Hard Times.

A Southern general storekeeper, in sending to a jobber a statement of his business, wrote as follows:—

This is the best statement we ever had. A year ago everything was just opposite. Our statement then was probably the worst we ever had, and everything looked decidedly gloomy for the future. Cotton was worth only about 6 or 7 cents a pound and there was hardly any market for it, even at that low price. The year before the boll weevil had destroyed a great portion of the cotton. Then came the war that demoralized everything. My partner got a severe attack of the blues and wanted to quit. But I told him we would go right ahead. We bought a lot of 5, 10 and 25-cent goods, displayed them in our show windows and on our counters, advertised them with handbills. We made a decided hit with the 5, 10 and 25-cent goods and business began to improve. We discovered that even though people did not have much money they had to buy something, and that 5, 10 and 25-cent goods offered us the very best method of catering to their bargain hunting instincts. These goods absolutely tided us over the period of depression and enabled us to hold our business. Then cotton went up again, as you well know, and we have been prosperous ever since.

Cantaloupes Don't Have to be Grown in Colorado to be Called Rocky Fords.

The Federal Food and Drug Board has issued the following ruling on Rocky Ford canteloupes:—

(Amending Food Inspection Decision 115.) Rocky Ford Melons.

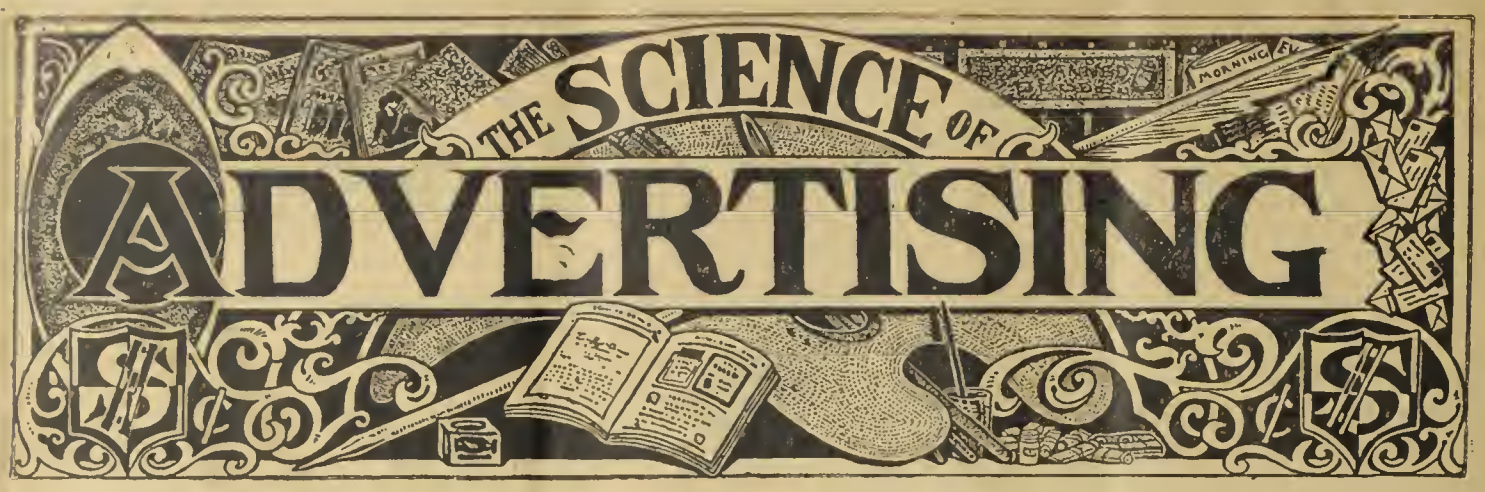
Investigations conducted by the department have disclosed that the term "Rocky Ford," as applied to muskmelons, has come to mean a particular type of muskmelon which is grown in various localities in the United States. In paragraph (c) of Regulation 19 of the Rules and Regulations for the Enforcement of the Food and Drugs Act of June 30, 1906, it is provided that "the use of a geographical name in connection with a food or drug product will not be deemed a misbranding when by reason of long usage it has come to represent a generic term and is used to indicate a style, type or brand; but in all such cases the State or Territory where any such article is manufactured or produced shall be stated upon the principal label."

The department, therefore, will not regard as misbranded muskmelons of the Rocky Ford type labeled "Rocky Ford," which are grown in other localities than Rocky Ford County, Col., provided the name of the State or Territory where the melons are produced is stated on the principal label.

"S. & H." Green Stamps
Hamilton COUPONS The Sperry Magazine
THE TRIPLE APPEAL

¶ *WHEN you want new trade, the Sperry Service always interests CASH business. Good customers know its worth to them and are looking for the stores that use it liberally.*

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President
2 West 45th St. NEW YORK CITY
Address Dept. "H" Service



Camden, N. J., April 24, 1916.
Editor "Science of Advertising."

Dear Sir:—Please find inclosed circulars that I have printed every week, and please tell me what you think of them.

Thanking you, I remain,
Yours truly,
C. WISNESKI.

The circular was a small green card 4 x 6 inches, printed on both sides, practically with nothing but prices. I am reproducing one side; the other is just about the same:—

4 lbs Best Granulated Sugar - 27c
With Other Goods

LARGE CAN TOMATOES.....9c
Strictly Fresh Eggs....24 and 28c doz
Fresh Baked Soda Crackers.....8c lb
Campbell's Beans, with tomato sause.....8c can
Best Large Meaty Prunes.....9 and 11c lb
Package Quality Choice Evaporated Apples, sold everywhere for 12c, our price.....3 pkgs for 20c
XXX Rice.....6c lb
Best California Lima Beans.....13c qt
Best Soup Beans.....8c pt
Best Evaporated Peaches.....5c lb
Three 5c Boxes Matches.....10c
Tomatoes.....7c can
Tuna Fish.....2 cans for 11c
3-lb Can Apple Butter.....13c

THE HARRY F. WOLFE GROCERY STORE
CHARLES WISNESKI, Proprietor
S. E. Cor. Third and Cherry Streets, Camden, N. J.
KEYSTONE PHONE, 61-31-D

I should expect this sort of advertising to catch a transient order here and there, but I shouldn't expect it to be heard from with any large volume of business. Some of the prices are low—Campbell's Beans, 8 cents, for instance—and they will doubtless attract something, but this is not the sort of advertising that I believe in. It is not permanent. There is nothing in it to convince customers that this store is a first-class place to tie to. It has no more *permanent* appeal than if a fruit stand on the street offered something a cent or two below the market. Somebody hurrying by might see it and buy, but it would probably never occur to him to hunt the stand up again. I think it is very bad policy to offer nothing but price.

The inconsistency to which this price business may lead you is shown right on this card. The second item is "Large Can Tomatoes, 9 cents." Further down is "Tomatoes, 7 cents can." What is the difference? Is it in the size or the quality? An advertisement ought always to state such things. It also ought to have put the two tomato quotations together. This advertising looks a bit careless to me. As if Mr. Wisneski had hastily picked out enough items to fill a card, and then sent them to the printer. This sort of advertising may get some transient business, and out of this transient business an occasional repeat customer may be held—it is not wholly useless—but I do lieve it is the best advertising long run. If this store wa make price its main offering do it more strongly by nami regular prices of the goods featuring. Also in order crease the impression that the are bargains, by talking a about their quality. Con often think, when they see butter advertised 3 pounds cents, that it is cheap stuff with glucose. The price is tractive, however that the eager to be convinced that i right. It is easy to convince son who wants to be convinc you've got to make some m ward it. If this is pure fir stuff, that fact should hav stated. And whatever it is have been stated.

—

NOTE.—This department is dev the criticism of advertising matt in, to the devising of new adv ideas for special occasions, upon and to the suggesting of origina tisements when data is supplie communications sent for this ment should be addressed to the of Science of Advertising. Th be taken up in strict rotation.

Trial by Jury for Baking Powder

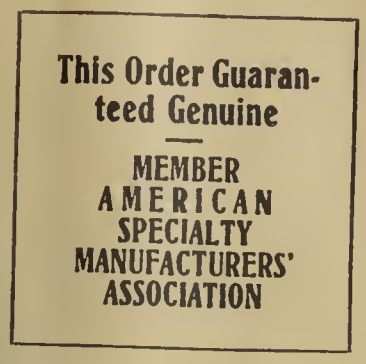
A good way to convince yourself on the baking powder question is to give a sample of the leading brands, **Rumford** among them, to some good cook—your wife, say—and tell her to try them and say which is the best.

Trial by jury as applied to baking powder—we're willing to submit **Rumford** to it any time.

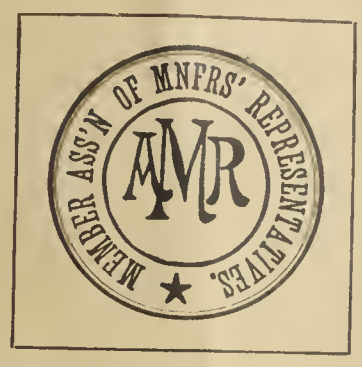
If you try this, you might say to your "jury" that there is nothing in **Rumford** but the nutritious phosphates, starch and soda, all of which add to the wholesomenes of the food.

Rumford Baking Powder has always been profitable merchandise to the grocer.

RUMFORD CHEMICAL WORKS
Providence, R. I.



Wording of stamp of the American Specialty Manufacturers' Association



Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Read Every Word:—

"Good morning Mr. Jones, I'm representing Blank & Co., of New York. I'm after an order for our new laundry soap; send it through your jobber."

"Have you ever been in my store before, Mr. Salesman?"

"Don't think I have."

"Let's see your order blank. I see it doesn't carry the Specialty Stamp."

"That's nothing against the soap, Mr. Jones."

"Not against the soap perhaps, but against *you* and your house. I find that most reputable houses use the stamp and I feel more confidence in dealing where I can get it. Your Soap may be all right; but I don't think I'll change my views."

The above conversation occurred last week between a retailer who is coming, like many another, to see in the Specialty Stamp a protective trade need, and the strange salesman of a house which does not feel the need of the stamp as yet.

That retailer took precisely the position toward Specialty Stamps that eventually will be taken by all retailers.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & CO.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 pounds capacity; good condition; cost $25, will sell for $8.

Have closed one of our stores and have no use for them.

JOS. LOSOWSKI & SONS,
Trenton, N. J.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 125.

I have fifty cases of a Crushed Corn more than I will need for my trade and wish to offer it for sale in the "Exchange Department." It is a Maryland crushed corn, Proclamation brand. Will sell for 60 cents a dozen. Will sell in any quantity.

T. J. M.,
927 Arch St., Philadelphia.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. and if goods don't move in four weeks. they will probably not move at all.

Read The Advertising World
for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.
SUBSCRIPTION PRICE, $1 00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

This Tell the Tale

Established 1845.
Knight's
EXTRACT OF VANILLA
MANUFACTURED BY
KNIGHT COOKING EXTRACT CO.
211 ARCH STREET
PHILADELPHIA, PA.
NONE GENUINE WITHOUT THIS SIGNATURE
Charles D Knight.
PRICE 25 CENTS.

¶ A product which has been the market fifty-eight year a product which has stood hardest of all tests—the tes time. "Knight's Cooking Extra is a phrase familiar to m woman and child, from Atlantic to the Pacific from the Lakes to the G It is easy to tell why; housewife ever had a jb go back on her and no ho wife ever will. Good extr must be on your shel Grocers, if you sell Kni Extracts we need say not more to you; if you don't, want one order from you— are sure of more. You certain of their absolute p and a good profit.

KNIGHT Cooking Extract C
No. 211 Arch Street
PHILADELPHIA, PA.

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

wers to Want Advertisements inserted in this department may be addressed to the "Modern at and Grocery World" when desired, provided the advertisement is accompanied by 10 cents to to pay for remailing the same. The price of each insertion is two cents per word in advance.

R SALE OR RENT

SALE.—We have 55 one-gallon f Fly-Shy, put up by the Stand-hemical Mfg. Co., Omaha, Neb. 36 one-quart cans on hand which sh to dispose of. The gallon cans at $1. We will sell the gallon it 50 cents each and the quart it 15 cents each, f. o. b. Lock . Address McCloskey Bros., Lock , Pa. 26

SALE.—One International Har- Co. truck, 1,500 pounds capacity, le or exchange, f. o. b. Carters-a.; will take merchandise or fix- n exchange and will accept first able offer, as I have quit the trip for which we bought this Address L. Hannon, Atco. County, Ga. 26

SINESS OPPORTUNITIES.

SALE.—An old-established gen-erchandise business, in good mill f over 5,000, glass houses, by- coke plant, sand and block s; did $37,000 last year; stock tures at invoice; reasonable dis- Will sell brick business block on trolley line and near three ls, Western Maryland locating nd yards near the town. Ad-eo. H. Swearingen, Dunbar, Pa. 24

ALE OR RENT.—Corner gro-re and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

PARTNERSHIP FOR AN ACTIVE man with $1,500 to $2,000 to procure equal interest in profitable grocery specialties line. Address J. G., care Grocery World Publication Co., 927 Arch St., Philadelphia. 21

FOR SALE.—I have accepted other responsibilities and must sell part or controlling interest (or all) of my grocery store. A well-located down-town store in progressive city of 75,000. In proportion to the investment, I don't believe there is a better paying grocery store in the West. Established eleven years. An opportunity of a lifetime for a capable grocer. Write or wire H. E. W., Box 10, care Grocery World Publication Co., 927 Arch St., Philadelphia. 21

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

FOR SALE.—I know of a man who is retiring from business who has a complete set of store fixtures, practically new, who will sell at about half what they cost him. You can have full information by addressing or calling on me, E. J. Walker, 34 Drexel Building, Philadelphia. 21

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

FOR SALE.—First-class dry goods and grocery store; location of the very best; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

HELP WANTED

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

WANTED.—Experienced groceryman to take charge of sales department of established chain of retail grocery stores. State experience and references. Address X Y Z, care Grocery World Publication Co., 927 Arch St., Philadelphia. 25

WANTED

WANTED.—Information regarding good grocery or meat market for sale. Send particulars to R. G. List, Minneapolis, Minn. 21

A Sales Repeater

FLEISCHMANN'S YEAST

is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago | Home Office, Fresno, Cal. | 113 Hudson St., New York

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, MAY 22, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Ketchup
Condensed Milk
Flour
Mince Meat
Lamp Goods
Pure Olive Oil
Dressed Meats
Dressed Poultry
Salt
Spices
Karo

—1—

SUGAR.

	Barrels.
Cut Loaf	8.05
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.00
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.23
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ¼ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Lefley's, 1, ½ and ¼ lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, For mula Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	57
Red Label, I and C or Mixed	.46	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 10c. 2½-oz. tins, doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 10c. 2-oz tins, per doz			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3 lb tins, per tin			1 55
Sunflower, I and C, Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Parson's, 25c., 2 doz	2.40
" 10c., 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	.75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31½
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.19¾
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16
Santos, extra fancy	.16½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa	18.00	18 10
Seven Day (f. o. b. N. Y.)	15 00	15 10

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ⅛ gross	per gross	2.60
" Imp., ⅛ gross	"	2.15
Floto's, Improved, ⅛ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz, ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl. 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" third, "	
" dairy, extra, bakers' use, 30-60 lbs	.28-
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.34-
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20-50 lb. boxes	
B. B., E. D., 20-50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	
Sheaf ("400"), Elgin, 20-50 lb. boxes	
Sheaf	
White Rock	

CANDLES.

	Per
P. & G., 8s, 30 lbs	
" 16s, 30 lbs	
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs.	
Bright Light, 16s, 30 sets to box	per box

JARS AND JAR RUBBERS.

Mason's—	Per gr
Half gallons	
Quarts	
Pints	4.5
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Pe
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gro
½-gross boxes, no rubbers	
Jelly glasses, fluted, bbls. 24 doz.	per doz.

CATSUP.

Snider's—	Per
16 oz., 2 doz	
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	
Tobasco, ½ pint, 2 doz	
Beech-Nut—	
Pints	
½ pints	

KETCHUP.

Curtice's "Blue Label," Tomato—	Per
Small, 25 bottles	
Medium, 15 bottles	
Large, 12 bottles	

—5—

CANNED GOODS.

l Beans—
ler's ..... .95
& M., No. 2 ..... .95
npbell's, 16 oz., tomato sauce or Boston
yle ..... per case 1.90
ler's, No. 2 ..... 1.40
Camp's, No. 2 ..... 1.40
kshank's, No. 2 ..... 1.35
z's, No. 2 ..... 1.40
's Head, No. 3 ..... 1.25
ory, No. 1 ..... .50
oes—
dard, New Jersey, No. 3 ..... 1.20
" Maryland, No. 2 ..... .85
" " No. 3 ..... 1.10
Beans—
dard, New Jersey, No. 2 ..... 1.15
" Maryland, No. 2 ..... 1.20
y, small, No. 2 ..... 1.65
Beans—
dard, New York, No. 2 ..... 1.10
a fancy, New York, No. 2 ..... 2.00
y, New York, No. 2 ..... 1.50
dard, Maryland, No. 2 ..... .60
idney Beans—
dard, New York, No. 2 ..... 1.00
" Maryland, No. 2 ..... .85
" Illinois, No. 2 ..... .95

dard, New York, No. 2 ..... .90
y, New York, No. 2 ..... 1.00
dard, Maryland, No. 2 ..... .75
" Maine, No. 2 ..... 1.25
y, Maine, No. 2 ..... 1.25
Peg, No. 2 ..... .85
e grain, No. 2 ..... .75

dard, New York, No. 2 ..... 1.15
, New York, No. 2 ..... 1.50
sifted, New York, No. 2 ..... 2.00
ard, Southern, No. 2 ..... .75
, Southern, No. 2 ..... 1.00
sifted, Southern, No. 2 ..... 1.40
ard, Indiana, No. 2 ..... .75
, Indiana, No. 2 ..... 1.00
sifted, Indiana, No. 2 ..... 1.40
ard, Wisconsin, No. 2 ..... 1.10
, Wisconsin, No. 2 ..... 1.40
sifted, Wisconsin, No. 2 ..... 2.00

ard, New York, No. 2 ....
" No. 3 ..... 1.25
New Jersey, No. 2 ....
" No. 3 ..... 1.10
sh—
ard, New York, No. 2 ..... 1.00
, New York, No. 2 ..... 1.25
ard, Maryland, No. 2 ..... .90
, Michigan, No. 2 ..... 1.20
ns—
No. 2½ 2.00
m, No. 2½ 2.20
No. 2½ 2.50
No. 1 ..... 2.25
s—
ard, New York, No. 3 ..... 1.00
New Jersey, No. 3 ..... .85
—
ard, Maryland, No. 3 ..... 1.00
out—
ard, New York, No. 3 ..... .80
Maryland, No. 3 ..... .75

California Canned Fruit.

—
No. 3 ..... 2.75
No. 2½ 2.10
Standard, No. 2½ 1.75
rd, No. 2½ 1.50
Pears—
No. 3 ....
No. 2½ 2.50
Standard, No. 2½ 2.30
rd, No. 2½ 2.15
Cherries—
No. 3 ....
No. 2½ 2.90
Standard, No. 2½ 2.50
rd, No. 2½ 2.25
Lemon Cling, Sliced—
No. 3 ..... 2.95
No. 2½ 2.00
Standard, No. 2½ 1.75
rd, No. 2½ 1.50
Lemon Cling—
No. 3 ..... 2.95
No. 2½ 2.00
tandard, No. 2½ 1.75
rd, No. 2½ 1.45
Yellow Crawford—
No. 3 ..... 2.80
No. 2½ 2.00
tandard, No. 2½ 1.70
rd, No. 2½ 1.40

Eastern Canned Fruits.

rk State, No. 3 ..... .90
" No. 10 ..... 2.75
es—
, No. 2 ..... 1.35
, No. 2 ....
Wax, light syrup, No. 2 ..... 1.35
heavy syrup, No. 2 ..... 1.50
No. 3 ..... 1.35
No. 3 ..... 1.15
3 ..... .85
Extra Standard, No. 2½ 2.00
yrup, No. 3 ..... 1.15
Water, No. 3 ..... .90
yrup, No. 2½ 1.25
rup, No. 2½ 1.00
—
water, No. 2 ..... 1.40
s—
served, No. 2 ..... 1.80
d, No. 2 ..... 1.60
No. 2 ..... 1.20

—6—

Pineapples—
Hawaiian, Extra, No. 2½ 2.00
" Standard, No. 2½ 1 75
" Extra, No. 2 ..... 1.45
" Standard No. 2 ..... 1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz.	2.32½
" " No. 2, 2 doz.	3.75
Clams—	
Star, No. 1, 4 doz.	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz.	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz.	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	24.00
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12.00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	.....
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ⅛s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ¼, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.40
" No. 2, key, 1 doz	4.65

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¼	1.40
Chicken, No. ¼	2.25
Ham, No. ¼	1.40
Veal, No. ¼	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz.	2.40
No. 2, 1 doz.	4.65
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	2.05
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.35

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.45
" No. 2, 1 doz.	9.20
" No. 2½, 1 doz.	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz.	11.95

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz.	.90
Pates, Truffled—	
Chicken, 4 oz., 2 doz.	2.50
Chicken Liver, 4 oz., 2 doz.	2.50
Armour's—	
No. ¼, 4 doz.	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz.	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz.	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, in tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz.	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.45	2.00	1.10
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3.10	1.75	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
All kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ..... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable ..... case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb. ..... per lb.	.21
Walter Baker & Co.'s—	Perl
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.20
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" " ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ½-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.38
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box	1.60
Milk Chocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs.....	.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs.....	.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Royal Dutch Cocoa—	
12 lbs. in box. Per can.	Per
2-oz. oval cans, 4 doz. in box ..... .07½	.90
5-oz. oval cans, 3 doz. in box ..... .18⅜	2.20
½-lb. round cans..... .29	3.48
1-lb. round cans..... .57	6.84
60 lbs. in case. Per can.	Perl
5-lb. round cans..... 2.50	.50
Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb.....	.28
" 8 cakes to lb.....	.28
Milk Chocolate, 6 cakes to lb.....	.45
" 12 cakes to lb.....	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case.....	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case.....	.30
Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case.....	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins.....	.65
" 12-lb. boxes, ½-lb. tins.....	.36
" 6-lb. boxes, ¼-lb. tins.....	.18
Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs ...	.37
No. 350, Princess, Triple Vanilla, sweet, ¼-lb. cakes.....	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box.....	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box.....	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes.....	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls..... 3.50

Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons..... 3.50

Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls 4.00

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb.....	.51½	¼ lb.....	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle..... .60

20x30, " 1.15

24x36, " 1.55

Butter, Parchment— Per pkg.

8x11, 1000 sheets..... .92

9x12, " 1.18

Toilet— Per case

Extra quality, 100 rolls..... 6.75

Good " 200 " 5.75

Butter, Waz— Per pkg

9x12, about 480 sheets..... .18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Woli Heavy Drab
¼ lb	15M	.48	.36
½ "	10M	.57	.44
1 "	8M	.77	.58
2 "	6M	1 01	.76
3 "	5M	1 21	.91
4 "	4M	1.50	1.12
5 "	3M	1 74	1 30
6 "	3M	2.12	1.60
8 "	2M	2.46	1.85
10 "	2M	[illegible]	2 31
12 "	2M	3.[illegible]	2.46
14 "	1M	4.1[illegible]	3.11
16 "	1M	4.44	3.33
20 "	1M	4.97	3.73
25 "	1M	[illegible]	4.12

Flour Sacks, satchel bottom—

Majestic Ex Heavy	Plain per 100
12½ lbs., ⅛ bbl.....	.48
24½ lbs., ¼ bbl.....	.8[illegible]
49 lbs., ½ bbl.....	1.6[illegible]

No. 2, Manilla light weight— Per lb.

12 in. rolls.....	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½

—10—

Silk Fibre, No. 1—

9 in. rolls.....	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½

Paper Towels—

25 rolls, 150 towels each, with holder and basket.....per case .....

25 roll lots ..... " 3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz.....	6.60
" 2 doz.....	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz.....	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass.....	2.10
Peninsular, 4 doz.....	5.00
Star, 4 doz.....	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall.....	4.00
" " small, 6 doz	3.00
" " family size.....	3.65
Silver Cow, small, 6 doz.....	3.00
St. Charles, small, 6 doz.....	3.00
" tall.....	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz.....	3 00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby) .	3.00
Gold (Tall) ..	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles.....	.10
Bisque Water.....	.10
Fruit Cookies.....	.10
Graham Wafers.....	.11
Grandma Cookies.....	.10
Honey Jumbles, XX.....	.10
Iced Honey Jumbles.....	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms.....	.12
Newtons	.11
Raisin Cookies.....	.10
Saltines	.13
Spiced Wafers.....	.10
Sugar Cookies.....	.10
Water Crackers.....	.09
7-lb. tin pails—	
Arrowroot Biscuit.....	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons.....	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles.....	.16
Fruit Sundaes	.16
Lady Creams.....	.20
Lemon Sundaes.....	.17
Sweet Marie.....	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large.....	.90
" small.....	.45
Gingerettes.....	.90
Gold Medal Soda, small.....	.45
" " large	.90
Grabam Wafers.....	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea.....	.90
Saltona Biscuit.....	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers.....	.09	.09½
Oyster Crackers.....	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz .....per doz.	1.40
" " with horseradish.... "	.....
" large, 1 doz ..... "	2.00
" " with horseradish.... "	.....

—11—

Wein Senf, bbls .....per gal.	.....
" 1-gal. stone jars.....per jar	.85
" 5-gal. kegs .....per keg	3.50
Prepared Mustard, bbls .....per gal.	.....
" 15-gal. kegs..... "	.....
" 10-gal. kegs..... "	.....
" 5-gal. kegs .....per keg	1.75
" 2-gal. pails .....per pail	.90
" 1-gal. pails ..... "	.50
Prepared Special, with spoon, 2 doz...per doz.	.95
" sifting top, 2 doz..... "	.46
" with horseradish, 2 doz..... "	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub.....	.....
" " loaf, ... less	.....
Sap Sago, 3 to lb.....cask, per lb.	.....
" " .....less than cask, "	.....
Roquefort.....12 in case, "	.....
" .....less than case, "	.....
Parmesan, about 30 lbs.....loaf, "	.....
" .....less than loaf, "	.....
Edam, 12 in case .....case	.....
" .....single	.....
" in tin .....per lb.	.....
" 1-lb. tins.....per case	.....
Camembert, domestic, wood boxes.....per doz.	3.00
" Autocrat brand, large..... "	.....
" " medium, "	.....
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box.....	.....
Edelweis, Romatour and Bier-Kase...per doz.	.....
American Swiss, No. 1.....loaf	.....
" " .....less than loaf	.....
" square loaves, No. 1, about 25 lbs. each.....per lb.	.29
Limburger, No. 1.....box and ½ box	.20
" " .....less than ½ box	.22
Pinxter, from Holland, in tins.....per doz.	2.60
Muenster.....per lb.	.23
Brick, No. 1..... "	.22
English Dairy..... "	.24
Pineapple, picnic size, 6 in box.....per box	3.00
" gem size, 6 in box..... "	2.25
Royal Luncheon—	Per doz.
Dinner size, 1 doz.....	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz.....	1.35
Trial size	1.00
MacLaren Imperial, club size.....	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size.....	1.45
	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box.....	1.55
Neufchatel, Cow brand, 25 in box.....	.95
Star Cream or Phila., 12 in box.....	1.90
Minlature Cream or Phila., 12 in box.....	.95
Hand, 8 doz.....	.....
" 4 doz.....	.....
" Tburinger, 4 doz.....	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked welgbt.....per lb.	.....	
Welner Wurstel, 16 in tin.....per doz.	.....	
" 8 in tin..... "	.....	
Imported Cervelat Sausage, Rolff's.....per lb.	.....	
Imported Frankfurters.....per doz.	.....	
Goose Breast, imported, marked welght, per lb.	.....	
Pate de fois Gras, small.....per doz.	3.00	
American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.).....	.27	.30
" (Diamond S.).....	.26	.29
" Peutonic.....	.24	.25
" Gothaer.....	.30	.33
Salami (Circle S.).....	.27	.....
" (Diamond S.).....	.26	.....
" (G. A. P.)	.....	.....
Landjager, short..... per lb.	.35	
" long..... "	.....	
Mortadella, dry..... "	.....	
Knackwurst, 25 in box.....per box	4.75	
" .....per doz.	2.40	
Tongue Sausage.....per lb.	.20	
Smoked Braunschwelger Liver Sausage "	.18	
Lacbs Ham..... "	.39	
Petit Delicatess Frankfurters, plain..per doz.	1.00	
Petit Delicatess Frankfurters, with Sauer Kraut .....per doz.	1.00	
Lebanon Beef Balogna.....per lb.	.18	
Paprika Speck..... "	.18	
Mettwurst, half round..... "	.25	
Liver Sausage (special), truffle, goose or sardellen .....per lb.	.35	
Smoked Thuringer Blutwurst..... "	.....	
" Pfefferwurst..... "	.....	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars..	4.80
" " quart glass jars	5.75
" " 10-oz. jars.....	2.50
" tumbler.....	1.00
Calves' Head, round tins.....	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails.....per pail	1.05
" 5-gal. kegs.....per keg	3.25
Russian Sardines..... "	.....
" 5-lb. pails.....per pail	.75
" 10-lb. pails..... "	1.45
Beef Salad, in glass.....	1.00

Holland and Scotch Herrings.

Holland—	
Mixed, Y. M., 5 keg lots.....per keg	1.25
Milkers, Y. M .....per keg	.....
Mixed, standard, bbls.....	.....
" ½ bbls	.....
Milkers, standard, bbls.....	.....
" ½ bbls.....	.....
Scotland—	
Mixed, large, fulls, bbls.....	.....
" " ½ bbls.....	14.50
Milkers, " bbls.....	.....
" " ½ bbls.....	.....

—12—

Marinirte Herring, imported, about 40 in pail..	
Roll Herring, imported, about 25 in pail.....	
Spiced Herring, imported, about 40 in pail.....	
Norway Stockfish, dry.....per lb.	
Matjes Herring .....piece	

Bismarck Herring.

Round tins, with key, pint.. .....per doz.	
" " quart.....per tin	
" " 2 quarts.....	
" " 4 quarts.....	
Roll Mops, 4-quart tin.....	
" 2-quart tin.....	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand.....per keg	
" 5-lb. pails.....per pail	
" 10-lb. pails..... "	
Cut Spiced, 10-lb. pails..... "	
" 5-gal. keg.....per keg	
Russian, in glass jars.....per doz.	

Norway Anchovies.

Fancy, keg.....	
" ½ keg	
" ¼ keg	
" ⅛ keg ..... per doz.	
Original package.....per ½ bbl.	
Repacked, 5-lb. pails.....per pail	
" 10-lb. pails..... "	
" 5-gal. kegs..... per keg	
" ½-lb. flat tins.....per doz.	
" ½-lb. tall tins..... "	
" 1-lb. tall tins..... "	

Salt Sardellen.

Original packages, 1902.....per anker	
Repacked, kegs, about 8 lbs.....per keg	
" pint jars..... ...per doz.	
" large tumblers..... "	
" small tumblers ..... "	

Russian Caviar.

1-lb. tins.....per doz.	
½-lb. tins..... "	
¼-lb. tins..... "	
⅛-lb. tins..... "	

German Dill Pickles—Regular S

60-gal. casks, about 2000.....per cask	
50-gal. bbls., about 1200.....per bbl.	1
15-gal. kegs, about 500.....per 100	
10-gal. kegs, about 300..... "	
5-gal. kegs, about 150..... "	
10-lb. pails, about 50 .....per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask.....

Domestic Sourkrout—Long Cu

60-gal. casks.....per cask	
48-gal. bbls.....per bbl.	
10-gal. kegs.....per keg	
5-gal. kegs..... "	
10-lb. pails .....per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse).....per lb.	
Spitzkugein ..... "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 in pkg., "	
Amandines, 9-lb. tins.....per tin	
" small tins..... "	

Pickles and Onions in Vinegar

Mixed Pickles and Chow-chow, 5-gal. keg	
" " 10-gal. keg.....	

Sundries.

German Egg Potatoes, bags 110 lbs.....per bag	
Green Kern .....per lb.	
Potato Flour..... "	
German Dried Pears..... "	
Dried Mushrooms ..... "	
Juniper Berries ..... "	
St. John's Bread..... "	
Bay Leaves..... "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs.....	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs.....	
" " choice, new, 35 lbs.....	
Picnics, full cream, fancy, new, 20 lbs.	
Swiss, domestic, about 30-lb. blocks.....	
" about 70-lb. loaves	
McLaren's, medium, 2 doz.....per doz.	
" Club, 2 doz..... "	1
Red Edam .....each	
Philo Cream, 1 doz. 10c. size.....per doz.	
Elkborn Pimento, 1 doz..... ..... "	1

EGGS.

	Per
Nearby, candled and selected, 30 doz.....	
Western, selected.....	
Milken Farm	
Awitru, packed in cartons.....	

—13—

FANCY GROCERIES.

d Staple Paste, 5-lb. cans	per lb.	.33
vies, in oil, 6 ring bottle	per doz.	5.25
" 3 ring bottle.	"	3.25
, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" ¼ size	"	1.20
Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
es in Maraschino, glass, 1 doz.	"	7.00
Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" 2 doz. 3-lb.	"	2.20
Powder, pints	"	3.70
" 4 oz	"	2.65
" 2 oz	"	1.65
Peas, extra fine	per case	21.00
m's Irish Oatmeal—		
cans	per doz.	3.35
cans	per tin	.70
cans	"	1.65
y & Palmer's Biscuit, packed 7 and 5 in a can—		Per lb.
Beurre		.30
er		.35
kfast		.35
pper, ring, pints	per doz.	1.25
" ½ pints	"	.60
ne jars, 4 doz		1.75
re Marquett Mushrooms—		Per case
choice		41.00
e, 100 tins		39.00
, 100 tins		36.00
—		Per tin
		.20
		.35
		.60
		1.25
, pickled, small size		1.20
Dunbar's, 2 doz	per doz.	2.75
Cordial, Bishop's, 1 doz	"	6.50
zed Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
tice, Rose's	"	5.00
Rose Water	"	2.25
Peach Water	"	2.25
Olives	"	5.25
nco-American Food Co.—		Per doz.
s for invalids, all kinds, ½ pints, 4 doz.		1.40

LLON CUBES AND LIQUIDS.

ouillon Cubes—		
, 100 cubes		1.70
50 cubes		.90
z. tins, 12 cubes each		2.75
lam Bouillon—		
bottles, 1 doz		2.00
bottles, 1 doz		3.75
Tomato Bouillon—		Per doz.
ttles		6.00
bottles		9.00
jugs	each	2.75
Oxo Cubes—		Per doz.
toc. size		.85
25c. size		2.00
00 cubes	per 100	1.65
Beef, Clam and Chicken Cubes—		
oxes, 12 cubes, 1 doz		2.50
n boxes, 50 cubes	per tin	.90
oxes, 100 cubes	"	1.70
Concentrated Bouillon—		
ze 2, 1 doz		3.50
4, 1 doz		6.75
8, 1 doz		13.00
16, ½ doz		25.00
Tomato Bouillon—		
size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
ugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Solid Extract of Beef—		Per doz.
c 2, 1 doz		4.45
4, 1 doz		8.20
8, 1 doz		15.90
16, ½ doz		29.75
Fluid Beef Extract—		
size 4, 1 doz		5.00
" 8, 1 doz		9.00
16, ½ doz		17.00

FLOUR.

		Per bbl.
		7.00
is		7.50
l		7.15
		7.05
		7.30
Best		7.00
em		6.05
e West		6.15
		6.05
		6.65
		6.00
ite		7.20
Best		6.65
perial		6.75

Prepared Flours.

repared Doughnut, Cake, Ginger- and Tea Biscuit Flour—		Per case
oz		1.44
oz		2.40
Either straight or assorted cases		

Self-Raising Flour.

uckwheat, medium, 12s		1.48
lap Jack Flour, 18s		1.45
Buckwheat, 36 2s		2.60
Pancake, 36 2s		2.60
kgs		1.55
a Buckwheat, 36s		2.60
Pancake, 18s		1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—		Per bushel
California Lima, fancy, bags	per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel		4.90
Michigan Pea, new, bags about 2½ bushel		4.05
Red Kidney, 60 lbs. to bushel		5.20
Peas—		
Green, domestic, bags about 2½ bushel		3.05
Yellow, split, domestic, 1 bushel bags		3.25
Lentils—		Per lb.
000000, 2 10-lb. bags		.13½
Less quantity		.14

FARINACEOUS GOODS.

Corn Meal—		Per 100 lbs.
White Cream Table Meal, 100 lbs		2.05
Lea's, yellow, granulated, 100 lbs		2.15
" " fine, 100 lbs		2.10
Western, yellow, granulated, 100 lbs		2.05
" " table, 100 lbs		2.00
Farina—		
Hecker's Cream, 18 pkgs		.....
Shaker Corn—		
Fancy, bbls		.....
Less quantity		.....
Hominy—		
Lea's Grits, 24 2s	per case	1.80
Pearl, 100-lb. bags	per bag	2.30
Grits, 100-lb. bags	"	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case		.....
Barley—		
No. 2, 100-lb. bags		3.00
No. 3, 100-lb. bags		3.00
Oatmeal—		
B, bbls	per bbl.	6.20
B, 100 lbs	per keg	3.25
Rolled Oats—		
Avena, 180 lbs	per bbl.	5.90
" 90 lbs	per keg	3.10
" 90 lbs	per sack	2.85
Tapioca—		Per lb.
Dromedary, 36 pkgs	per case	2.60
Instantaneous, 50 1s	"	4.00
Colburn's Hasty, 36 pkgs	per doz.	.85
Pearl, fancy, loose		.04¾
Flake		.06¼
Minute, 15c. size, 36 pkgs.	per case	3.60

CEREAL SPECIALTIES.

		Per case
Ralston Wheat Food, 18s, large		2.25
" " 18 pkgs., small		1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.		1.85
" " 36 pkgs		3.60
Washington Crisps, 24 pkgs		1.85
Washington Wheat Flakes, 24 pkgs		1.85
Postum Cereal—		
1 doz. small and ½ doz. large pkgs		2.50
1 doz. large pkgs		2.25
2 doz. small pkgs		2.70
3 doz. large pkgs		6.75
Instant Postum—		
2 doz. 4-oz. tins		5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins		5.00
1 doz. 8-oz. tins		4.50
Grape Nuts—		
2 doz. 1-lb. pkgs		2.70
Post Toasties—		
3 doz. popular size		2.70
Post Tavern Porridge—		
2 doz. 15c. size		2.80
3 doz. 10c. size		2.80
Krinkle Corn Flakes—		
2 doz. 15c. size		1.75
3 doz. 10c. size		1.75
Shredded Whole Wheat, 36 pkgs		3.60
Cream Wheat, 36 pkgs		4.50
Triscuit, 18 pkgs		1.80
Wheatena, 36 pkgs		4.50
National Oats, 18s, tubes		1.45
Malt Breakfast Food, 36 2-lb. pkgs		4.50
" " 18 2-lb. pkgs		2.25
Kellogg's Toasted Corn Flakes, 36 pkgs		2.80
" Wheat Biscuits, 36 pkgs		3.30
" " 18 pkgs		1.65
" Wheat Flakes, 24 pkgs		1.80
" Bran Flakes, 1 doz. pkgs.		1.30
Quaker Oats Co., The—		
Oaten Goods—		
Quaker Oats, regular, 36s		2.90
" large, reg. asst., 20s		4.55
" " no china, 20s		3.85
" tins, 36s		4.05
Quaker Oatmeal, steel cut, 24s		2.85
Old Fashion Scotch Brand Oatmeal, 24s		2.85
Mother's Oats, regular, 36s		2.90
" large, reg. asst., 20s		4.55
" " no china, 20s		3.85
" " aluminum asst., 20s		4.65
Royal Seal, 36s		4.05
Mother's Steel Cut Oat Meal, 24s		2.85
Corn Goods—		
Quaker Cornmeal, yellow or white, 24 2s		1.80
" yellow family, 10s		1.80
Quaker F. S. Hominy, pearl or gran., 24s		1.80
" " " 10s		1.80
Mother's Hominy, pearl or gran., 24s		1.80
" Cornmeal, large, yellow, square, 10s		1.80
Wheat Goods—		
Quaker Cracked Wheat, 24s		2.70
Pettijohn's Breakfast Food, 18s		2.15
Quaker F. S. Farina, 24s		1.45
Saxon Wheat Food, 24s		2.70
Mother's Wheat Hearts, 18s		2.00
Flaked and Puffed Goods—		
Quaker Corn Flakes, 36s		1.90
Corn Puffs, 36s		4.30
Puffed Rice, 36s		4.30
" Wheat, 36s		3.45
Mother's Corn Flakes		2.10
Sundries—		
Pettijohn's Bran Flour, 12s		2.25
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.15
Scotch Brand Pearl Barley, 24s		1.70

—15—

Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwieback		.08⅓

GELATINE AND PREPARED DESSERTS.

		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		.95
Per gross		11.25
5 gross lots	per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—		
Per doz		.45
Per gross		5.25
Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.20
Per gross		13.80
5 gross lots	per gross	13.50
Mother's, small, 1 doz		.45
" large, 1 doz		.85
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—		
Brad's Tip-Top, 24 10-oz. pkgs		.90
" 50 10-oz. pkgs		1.75
" 100 10-oz. pkgs		3.25
" 24 20-oz. pkgs		1.75
" 48 20-oz. pkgs		3.25
Brad's "I-X-L," 40 16-oz. pkgs		2.25
White Rice, shelled, sacks about 150 lbs		.04-.04½
The Albert Dickinson Co.—		
Snow Ball, 40 1-lb. pkgs		2.00
Santa Claus, 100 10-oz. pkgs		2.75
" 50 10-oz. pkgs		1.45
Yankee, 100 12-oz. pkgs		3.00
" 50 12-oz. pkgs		1.60

MACARONI.

Imported Best Bordeaux.

		Per lb.
Long, 25 1s		.12½
Short, 25 1s		.12½
Coudes or Elbows, 24 1s		.12½
Spaghetti, 25 1s		.12½
Vermicelli, 25 1s		.12½
Alphabet, 25 1s		.....

Domestic.

The Franco-American Food Co.—		Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz		.90
" " No. 2, 2 doz		1.35
Freihofer's—		Per lb.
Elbow Macaroni, 36 1s		.10
Straight Macaroni, 36 1s		.10
Pastels, 36 1s		.10
Spaghetti, 36 1s		.10
Elbow Spaghetti, 36 1s		.10
All styles, 10c		.07½
Noodles, ½ lb., 24s		.06
Fancy, long, 25 1s		.07¾
Cubes or Elbows, 24 1s		.07¾
Spaghetti, 25 1s		.07¾
Vermicelli, 25 1s		.07¾

Choicest Grades.

Macaroni, long, 25 1s		.07
Elbows, 25 lbs		.07
Spaghetti, 25 1s		.07

—16—

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	230-260	32.00	16.60	8.50	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.60
Med Shore, No. 1	200-220	26.00	13.60	7.00	1.50
Ex Shore, No. 2	225-250	24.00	12.60	6.50	1.45
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Irish, No. 4	400-450	.....	.....	.....	.....
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	5.50	3.35	.....	.50	.45
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—		Per doz.
Dime cartons, 2 doz		.90
Tins, Jewel, 2 doz		.90
Large cartons, 2 doz		2.00
Large tins, 2 doz		2.25
Dime tumblers, 2 doz		.90
Bulk, 15 lbs	per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs		.80
Highland Beauty, 20-lb. boxes	per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	1.25

FRESH FISH.

		Per lb.
Halibut		-.13
Bass Native		-.15
Salmon, fresh		-.22
Eastern Cod		-.09
Croakers		-.04
Large Hake		-.06
Haddock		-.07
White Cat Fish		-.13
Red Cat Fish		-.12
Spanish Mackerel		-.12
Snappers		-.10
Eels		-.10
Rock Fish	.12	-.14
Lobsters		-.25
Flounders		-.07
Large White Perch		-.12
Sea Bass		-.06
Blue Fish		-.12
Porgies		- 11
Fresh Mackerel	each	-.30
King Fish		- 10
Weak Fish	.05	-.07
Butter Fish		-.07
Tilc		- 06
Shad, Roe	each	1.10
" Buck	"	-.65

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickett's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 10 1-lb. cartons	.20
" 30 1-lb. cartons	.20
10c. size, per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs. per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.16
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08½
60–70	.08
California, 25-lb. boxes—	
40– 50	.09¾
50– 60	.08¾
60– 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Net-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
4 [illegible] pkgs	3.25
[illegible] pkgs	3.00
[illegible] pkgs	2.75
4 [illegible] pkgs	1.80
[illegible] pkgs	1.75
12 [illegible] pkgs	1.65
Dunham's	Per lb.
[illegible] pkgs, 1 lb	.26⅛
[illegible] pkgs, 1 lb	.27¼
Baker's Premium—	Per case
100 5c pkgs	4.40
60 [illegible] pkgs	2.20
[illegible] 10c pkgs	2 10

HORSERADISH.

	Per doz.
Diamond flint glass, 2 doz	.82½
Monogram, No. 8 bottles, 2 doz	.82½
Strasburger, large number, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32 per bottle	.50
Continental, red, 1 doz	.30
" black, 3 doz per box	.67½
" Writing Fluid per qt.	.50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes		5 doz.	3.00
Cold Blast		5 doz.	3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.55	.65	.75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dasb	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere satety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20, 40 and 68 lbs	.10¼
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20, 40 and 68 lbs	.09½
Condensed, cartons 3 doz. to case	2.15
" " 6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1¾-lb. pails, 2 doz	2.40
3 lb pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb
Canakins, 10 lbs	.11¼
" 20 lbs	.11¼
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	8.75
Gallons, 8 to case	8.75
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾ oz. jars, 1 doz	2.35
" 10 oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼ oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel 100 cartons	

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	P
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white per gal.	

PROVISIONS.

Premium Brand Hams, 8–10 lbs	
" " 10–12 lbs	
" " 14–16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	
" Skinned Hams, 18–20 lbs	
" Picnic Shoulders	
Hams, skinback, 18–20 lbs	
" 14–16 lbs	
" 8–12 lbs	
Picnics, 6–8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " " tenders and knucks	
Brisket Pork	
Jersey Pork, butt per bbl.	
" family "	
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5–6 lbs. per lb.	
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	P
2 doz. 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	P
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	
Jewel, compound	
Cotosuet	

—21—

r Pure Lard—		
ins, 50 lbs. net weight	per lb.	.14¾
ubs, net	"	.14½
o. 10 tins	6 in crate	9.00
o. 5 tins	12 in crate	9.07
o. 3 tins	20 in crate	9.15
pound—		Per lb.
ierces and tubs, about 340 lbs		.12½
-lb. tubs		.12⅝
-lb. tin pails, 60 lbs		.09⅝
lb. " 60 lbs		.09¾
lb. " 60 lbs		.09⅞

DRESSED MEATS.

Dressed Stock—		Per lb.
ers		.11 –.15
ifers		.10½–.14
ws		.08 –.12
al Calves		.13 –.15
tra Calves		.... –.17
itherns and Barnyards		.10 –.12
untry Dressed		.12 –.14
tras		.... –.16
ep		.14 –.15
tra Wethers		.... –.16
nbs		.16 –.18
tra Lambs		.... –.19
gs		.... –.14¼

BUTCHERS' SUNDRIES.

Steer Tongues	each	.... –.80
Tongues		.... –.60
Heads, scalded		.50 –.75
Breads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
Livers	"	.25 –.30
Kidneys	per doz.	1.25
Livers		.10
s	per doz.	1.20
s, beef	per lb.	.05
beef		16.00
rloin, beef, western		.22
Pork, loins, city		.13
" " western		.13

DRESSED POULTRY.

ys—	Per lb.	
ern, young hens, 8 to 10 lbs	.32	–.35
" young toms, 15 to 18 lbs	.34	–.36
ens and toms	.28	–.30
mon to good	.20	–.25
s—		
delphia, fresh killed, 3 lbs. and ler to pair, fancy	45	–.55
delphia, fresh killed, 3½ to 4 lbs pair	.45	–.55
delphia, fresh killed, 3 to 3½ lbs. pair, fancy	.45	–.55
ern, fancy, heavy	.22	–.23
y Roasters, 4 to 5 lbs	.26	–.28
o good	.22	–.24
ocks	.16	–.17
—	Per doz.	
, large, fancy	5.50–6.50	
	4.00–5.00	
	2.00–3.00	

LIVE POULTRY.

Chickens, nearby, 1½ to 2 lbs	.36	–.40
pringers	.25	–.30
	.21	–.22
	.14	–.16
Young	.18	–.20
old	.14	–.15

ESERVES, JELLIES, JAMS AND MARMALADES.

		Per doz.
s, pure		.95
elly, apple flavor, 30 lbs. full weight,	per pail,	1.00
nel's, 8-oz. tumblers		.80
al, 16 oz., 2 doz		.87½
3-lb. tins, net weight		1.95
s—		Per lb.
el's pure, 12-oz. jars, 2 doz.	per doz.	1.45
al, 30-lb. pails		.09½
ark, 30-lb. pails		.06½
3-lb. toy pails	per doz.	3.00
el's, pure, 10-oz. jars, 2 doz		1.40
ark, assorted, jars, 2 doz		.90
Marmalade—		
's imported, 4 doz		2.10
el's, pure, 2 doz		1 50
ters—		Per doz.
Southwark, 30 lbs.	per pail	1.15
" full 5-lb. slip cover tins, ½ doz.	per case	1.55
Schimmel's, 30-lb. pails	per lb.	.06¾
" 3-lb. slip cover tins. 1 doz	per doz.	2.60
" 2½-lb. stone jars, cloth top, ½ doz.	per doz.	2.90
" 40-oz. stone crock, glass top, ½ doz.	per doz	3.07½
Mother Cook's, No. 14, 2 doz.	doz.	.85
30-lb. pails	per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Borax, powdered, bulk	"	.11
" lump, bulk	"	.10
Butter Color, W. & R.	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	....
" qts	"	....
" gals	each	....
" ½ hbls	"	....
" bbls	"	....

McCormick & Co—

Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50
Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	....
" ½ bbls., 28 gals	per ½ bbl.	....
" kegs, 14 gals	per keg	....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz. per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.10

—24—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Bahbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.90
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60
Orona Soap and Cleanser—		Per doz.
No. 1, 10c. size		.85
No. 2, 15c. size		1 20
No. 4, $1 size		8.40
No. 5, $2 size		16.80
Orono Alumishine—		
No. 1, 10c. size		.85
No. 2, 25c. size		2 00

SCOURING SOAPS.

	Per bo
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	4.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.15
Cream Borax, Lautz	100	...	3.90
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry....	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.15
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.15
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.30
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
White Fleece, Lautz, 200 cakes	2.50

Swift & Co—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c size	3.75
Soapine, No. 1, 100 12-oz	4.00
Pearline, 36 1-lb. pkgs	2.85
" 100 pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c size	3.75
Snow Boy, Lautz, 60 size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00

—26—

Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	4.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz ..... .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.32
" large		.43
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.93
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs, per lb.		.06⅞
Weikel's, 24 pkgs, per doz.		.90
Bird Gravel—		
Red, 36 pkgs, per doz.		.95
Silver, 36 pkgs, "		.95
Bath Brick, 25 bricks, per box		.77½
Toothpicks, Eureka, 100 boxes, per case		1.80
" Saginaw, 3 doz, per doz.		.40
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80
Steel Carpet Tacks—		Per doz.
8 oz., 100 count		.16
10 oz., "		.16
12 oz., "		.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case		1.00
Matting Tacks—		Per doz.
No. 11, blued		.12
No. 12, "		17
Fly Paper—		
Sticky, 10 cartons		2.35
Tanglefoot, 10 cartons		2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.		.20
Poison, 1 doz. sheets		.20
I-X-L Poison, 50 envelopes		.60
Wire Fly Swatters, leather bound, per gross		3.60
Wax, white and yellow, per lb.		.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2
" medium, 2 doz	1
Golden Tree, large, 1 doz	2
" medium, 2 doz	1

WOOD AND WILLOW WARE

Brooms.

No.	Pe
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

	P
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Pe
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

	Pe
O-Cedar—	
Polish Mop, large size	1
" smaller size	
Triangle Mop, large size	1
" small size	
Dusting Mop, black, large size	1
" " small size	

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Pe
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

	Pe
Wood Handles—	
No. 34, fibre, strap handles	

Shoe Brushes.

	Pe
With Handles and Daubers—	
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	1
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	P
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs
Newsboy
Old Honesty
Piper Heidsick
Spear Head
Standard Navy
Toddy
Vinco
Town Talk

SMOKING TOBACCO.

	P
Duke's Mixture	
Greenback	
Honest	
Miners' Extra, 10c. size	
Pipe Smoking, 5c. size	

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	
Union Leader	
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs	per box
Yeast Foam, 1½ doz	"

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, May 29, 1916. No. 22

To make of every customer a friend—that is the way of all ways to hold one's business. A customer who has a real liking for the merchant she deals with is twice as hard to persuade away as one who has no such liking.

An Attorney-General Says an Agreement Among Grocers Not to Give Credit to Dead Beats is Not Against the Law.

McClure Publications Defend the Westfield Plan of Food Standards and Attribute Discreditable Motives to Those Who Criticise It.

The Case of a Grocer Who Had Twenty-nine Kinds of Laundry Soap, But Sold No More Than When His Number of Brands Was Much Smaller.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

How Much is the Good Will of Your Store Worth?

It takes more than stock and fixtures to make a profitable business.

You must have good will—and good will is nothing more or less than the confidence your customers have in the *goods* you sell and the *way* you sell them.

When you carry nationally advertised products like the "57 Varieties" you get the benefit of a good will already created for you.

Let your customers know that you have Heinz products by keeping them well displayed and using the connective advertising which will be furnished you on request.

Ask our salesmen for Heinz Dealer Helps,—and tie the demand for the "57 Varieties" up to *your* store.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

ON THE JUMP

so far this year. Shipments going out only from two to four days late. Let us have your orders for

Forbes Indexed Coupon Books

With our electrical facilities we can take care of you.

WE HAVE SOLD MILLIONS OF THEM

F. O. B. DESTINATION. SAMPLES FREE FOR THE ASKING
LET US HEAR FROM YOU

J. P. FORBES, Forbes Building. **Coshocton, Ohio**

Don't Sell Unprofitable Wheat Cereals

Every grocer must sell at least one wheat cereal. Some wheat cereals actually cost him money to sell, instead of paying a profit.

Wheatena is the best wheat cereal made—the most carefully made—and has always paid the retailer a good profit. Merchandise which is at the same time good and profitable is the only kind to sell.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc.

Modern Merchant

AND

Grocery World

ublished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

L. LXII. PHILADELPHIA, May 29, 1916. No. 22.

dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
RY WORLD PUBLICATION CO.
AT
37 Arch Street, Philadelphia.
TELEPHONES:
lbert 3286
lbert 3287 Keystone, Race 746
Exchange.

Checks and Drafts payable to the Grorld Publication Co.

dependent journal published ex- in the interests of modern mer- fall classes.

ELTON J. BUCKLEY,
Editor.

DAVID EZEKIEL,
Advertising Manager.

ption Rates, Including Postage, Payable in Advance:

PER YEAR

l States and Mexico..... $3.00
a 3.50
Britain and Continent of Europe
sia 4.50
pies ..... .10

Contents.

PAGE

tates Chamber of Commerce Shows Majority Favoring ns Bill 4

e of the Westfield Plan of Standards 4

ine Kinds of Laundry Soap e a Fourth of That Would Been Plenty 5

Editor 6
-nine Brands of Laundry

ca-Cola Food Decision.
Trade Agreements.
a Salesman.

Girard Grocery Co. Han- pecialty Orders 6

General Says Combination g Grocers to Refuse Credit ad Beats Is Not Against aw 7

York Letter 8

PAGE

Say These Bills Are Secret Mail Order Schemes 9

Stephens Bill Hearings Begin Next Tuesday 9

This Is Certainly a Stunt—What Do You Think of It? 10

Coca-Cola Co. at Last Gets Body Blow 10

Pennsylvania, New Jersey and Delaware Jobbers Condemn Certain Advertising 10

The Grocery Markets 11

Individual Market Reports 11

Pennsylvania News Items 12

Selling Talks with Clerks 13

Correspondence 14

"The Stroller's" Column (Contributed) 16
You Jiners Read This.

Weekly Window Display Suggestions 16

Association News 17

Legal Department 18
No. 365.—The Right to Charge an Advanced Price Without Previous Notice to the Customer.

Pennsylvania Organization Notes... 18

Science of Advertising 20

Looks Like Big Fruit Crop This Year, 20

Subscribers' Bargain List..... 22

Want Department 23

"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE

Advertising World, The..... 23

American Specialty Manufacturers' Association 21

Buckley, Elton J. 4

Burk, Louis 9

California Associated Raisin Co..... 14

Chase-O Manufacturing Co. 14

Clipper Lawn Mower Co. 22

Crescent Manufacturing Co. 18

Clicquot Club Co. 15

Dayton Moneyweight Scale Co. 10

Fleischmann's Yeast 18

Forbes, J. P. .....Cover 2

Fels & Co. 15

Fairbank Co., The N. K. 13

Genesee Pure Food Co. 17

Howe Scale Co. 15

Heinz Co., H. J. .....Cover 2

Hamilton Corporation, The 5

Hires Condensed Milk Co....Cover 2

Heekin Can Co. 17

Indexed Coupon Books.....Cover 2

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 21

Mapleine 18

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 19

National Biscuit Co. 11

Philadelphia Electric Co. 23

Reliable System Co. .....Cover 4

Sperry & Hutchinson..... 5

Star Egg Carrier and Tray Mfg. Co. 22

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, F. G. 13

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 19

Wilkinson's Sons, C. 23

Wells & Richardson 7

United States Chamber of Commerce Vote Shows Majority Favoring Stevens Bill

Preliminary Count Shows That Six Hundred and Ninety-three Want Manufacturers of Trademarked Goods Given Right to Fix Resale Price, and Two Hundred and Thirty-seven Do Not. Vote is Against Allowing Federal Trade Commission to Prevent Cutting.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
May 25, 1916.

In a recent issue it was announced that the United States Chamber of Commerce was taking a vote among its members to see which were in favor and which not in favor of passing the Stevens bill, which would give manufacturers the right to fix the wholesale and retail price of his product, provided it was a package or trade-marked product.

The chamber now claims that as shown by a preliminary count in the vote, the recommendation in favor of legislation to permit the maintenance of resale prices "under proper restrictions" has been carried by more than two-thirds majority. A large proportion of those who endorsed this recommendation also voted in favor of the second recommendation authorizing the Federal Trade Commission as the agency to prevent predatory price cutting. However, there were not enough to secure the two-thirds majority to commit the National Chamber on the second proposition.

Forty-one States, Alaska, Hawaii, the District of Columbia, and the American Chamber of Commerce in Paris, France, were represented in the vote. The number of organizations actually voting was 354. Organizations, each being entitled to from one to ten votes according to their membership, voted for or against the recommendations that:

I. There should be Federal legislation permitting the maintenance of resale prices, under proper restrictions, on identified merchandise for voluntary purchase, made and sold under competitive conditions, as follows:—

693	In favor.
237	Opposed.

and for or against the following:—

II. Federal legislation should take the form of an amendment to the Trade Commission Act defining under which price cutting is an unfair method of competition and authorizing the Federal Trade Commission to prevent such price cutting in interstate and foreign commerce, as follows:—

549	In favor.
289	Opposed.

(This recommendation was not carried, lacking the necessary two-thirds majority.)

According to Elliot H. Goodwin, secretary of the National Chamber, there were ten members of the committee which submitted the report. Its chairman was Paul T. Chorington, Assistant Professor of Marketing in the Harvard Graduate School of Business Administration. The majority recommendation favoring legislation permitting price maintenance was signed by seven members. Two of them, however, modified their assent by filing a supplementary report. It recommended that injurious price cutting be included in the scope of the jurisdiction of the Federal Trade Commission over unfair methods of competition. Three members of the committee presented a minority report being "unable to approve of the principle of price maintenance as being in the public interest."

With the formal report which made its adverse recommendation in a space of four lines, the minority filed an explanatory statement. They took the ground that the recommendation of the majority was directly contrary to the conclusions of Federal and State courts on matters of principle, that the right to fix resale prices supposed to exist for a short time was never understood to exist except as an incident to patents, and that anti-trust provisions in the constitutions and laws of twenty-nine States indicate a policy expressly inconsistent with the idea of maintenance of resale prices. The minority dwelt upon the importance of trade being "unhampered and unshackled by the requirements or commands of any men, or combinations of men, or any systems whatsoever," recalling the well known principle of the common law that there could be no valid restrictions governing the transfer of articles of trade from hand to hand. Finally they took the stand that legislation legalizing price maintenance will give rise to a situation such that it will become difficult for men who seek to enter manufacturing and small merchants to establish thefselves.

HOLT.

Written for the "Modern Merchant and Grocery World."

A Defence of the Westfield Plan of Food Standards

McClure People Say American Chemical Society, Which Criticised Prof. Allyn, is Made Up of Biased and Controlled Commercial Chemists. Charges That Chief Opponents of the Westfield Plan Are Those Whose Methods It Opposes.

Don't you think that the "Modern Merchant and Grocery World" has gone off rather half cocked in the article on page 8 of the "Modern Merchant and Grocery World" issue of May 22d on the Westfield plan?

There is no doubt in anybody's mind that the American Chemical Society which attacked Prof. Allyn are right when they state that the Government should have a standard that is high enough so that private standards would not be necessary, but don't you also realize that when they say this that it is a great big compliment to the Westfield standard and to what has been done in the way of making it nationally known?

Don't overlook either that the American Chemical Society is made up of chemists (commercial chemists) who are on the payroll of food manufacturers, patent medicine firms and food chemical interests and now here is just where joker comes in.

The original action on the of the American Chemical So was fostered by the benzoat soda, alum, coal-tar dye crowd the original request to have Allyn expelled was brought a because of his view of sacch (the article is attached) and th tion was seconded by the Coca- chemist, Dr. Caspari.

Prof. Allyn was not a teach the public schools at Westfield was Professor of Chemistry i Massachusetts State Normal S for over ten years and in that ton trained teachers that are ing all over the United States.

Whether you believe it or n can tell you that the McClure lications refuse over $100,000 of business a year because the taking their own medicine.

It is easy enough to sit back say that no individual has a to set the standards of the co but let me tell you if it wer for men like Dr. Wiley and Allyn and their type who hav vocated for better food condi we would be back in that awf where we contentedly rested b the passage of the Food and I Act, and God knows that thi hasn't gone far enough or near enough.

Some day when you are in York I would like to see yo show you some inside facts o matter that will open your ey to why hundreds of thousan dollars are being spent year block the Westfield work an attempts are being made in quarter by certain interests t barrass Prof. Allyn in his w

We don't consider the ac the American Chemical anything but a compliment. of its members are sincere other half have apparently good axes to grind.

There will be some natio licity on this before many that will open your eyes as w lot of other eyes.

STURGES DO
For the McClure Publi
New York, May 26, 1916.

ELTON J. BUCKLE
Editor "Modern Merchant and Grocery W
Attorney and Counselor at
643-648 Land Title Build
Philadelphia, Pa.
Telephones { Bell Spruce 2606-260
Keystone. Race 74

ibuted.

enty-nine Kinds of Laundry Soap Where a Fourth of That Would Have Been Plenty

tributor Tells of a Case Which Shows Where Over-buying Can Lead. The Above Grocer Sold No More Soap Than He Sold When His Investment Was Much Smaller. Stocking Goods "for the Glory of the Store."

enty-nine varieties of laundry

is is what a general merchant niddle western State suddenly ered in his store one day re-. He could hardly believe it. e counted them over again. here were twenty-nine kinds. s his soap business with the y-nine kinds as much larger portion as it was when he sold our or five grades of laundry

He found it to be about the -no noticeable increase. s he then handling about five as much soap as he needed to are of his business in that

t's it exactly.

ufacturers of various na-y advertised goods produce a d for their products and the erchant very often decides it is best interests to handle goods. He does not like to ed out of date. The result is s store is turned into sort of machine for the distribution er people's goods. At the ime his investmest piles up. ample, I have four varieties kers in my store. There is it of sense in the world in more than one or two. Hav-r, I must invest just four s much money in crackers not sell any more than I did I confine my investment kind. The same thing ood in a great many other

n't mean to convey the im-that I oppose nationally ad-goods as such. Many a meritorious item advertised e end of the country to the in my store because I want because there is a good de-or it among my customers ause it pays me a profit.

'll tell you what I am going I am going to use my own If I decide I can take on an item not for the glory of my store but for the advancement of my profits I shall do so. If I decide otherwise, that item does not go into my stock no matter how strenuous the local advertising campaign in my town may be. I am going to be the judge as to what goes into my store. Why shouldn't I be? I have to pay out the money—have to borrow it sometimes—and have to shoulder the loss if there is any.

The experience of the grocer who had twenty-nine kinds of laundry soap is a very potent cause of over-buying. In our eagerness to keep up to date and to cater sufficiently to the needs of our customers we retailers overstep ourselves many times.

The result is that we get quantity rather than variety.

Having so many kinds of one item is not having variety. It is dangerous and foolish overstocking. The variety in each line should be ample and should stop there. The possible demand for the item, the amount of selling space available, the limitation of capital, the interests and the average turnover—these all must be considered before one can intelligently arrive at a conclusion as to what is ample for his store.

B. B.

New York, N. Y., May 25, 1916.

Norwegian Canners to Try American Tomato Sauce.

Last fall there were forwarded to Norway from the United States, in connection with a report on "Market for Tomato Sauce in Norway," sample cans of the tomato purée used by local fish canners. An American firm that inspected these samples has since offered a satisfactory purée of its own manufacture, and several of the Norwegian fish factories have placed trial orders with this house, one order amounting to about $27,000. Further sales on a large scale are still possible for those American manufacturers who can supply a paste that is very thick, of good natural color, and unsweetened.

SIX Ways in Which The "Sperry" System Serves Your Interests—

1. When you make up your mind to use The "Sperry" Service you give your business a chance to grow. New trade needs no introduction to the store that gives the Standard American Discount.

2. You can easily meet the competition that is "cutting in." Limit those charge accounts if not eliminate them and turn over your stock easily with a Bigger Profit.

3. Increase the volume of your business. The "Sperry" Service holds ALL your customer's trade and makes customers of those who liked your store before, but liked their DISCOUNT better.

4. Are you losing trade and if so, why? Bargains won't alway's "draw" and there's a limit to "cut-price" inducements. Give your customers a sound every-day reason for preferring your store and you will hold their trade.

5. The "Sperry" Service makes the sale when your competitor offers the same quality of goods at equally attractive prices. Give the customer a reason for always going to your store FIRST!

6. Would a 20% increase in New Cash Business interest you? The "Sperry" Service has produced that result in thousands of cases. What are "charge accounts" costing YOU?

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

Twenty-nine Brands of Laundry Soap.

The reference in another column to the grocer who found he had twenty-nine kinds of laundry soap, though selling no more soap in the aggregate than he did when the brands were much fewer, is interesting. That grocer must have been a pretty weak fellow. To be sure, the pressure on all grocers is exceedingly hard to-day. He is pressed on one side by the manufacturer who wants him to stock his goods, and on the other side by the consumer, who is attracted by an advertisement of some brand not now kept, and nothing will do but that it must be put right in. If a grocer is easy-going and weak in the sense that he wants to do everything his customers want him to do, he is liable to be choked to death by overstock within a very short time. Many a grocer has failed *solely* because he had all his money tied up in goods he couldn't sell.

The way to avoid this is simple and plain. If he is satisfied he has a good assortment of soaps, for instance, he should steadfastly refuse to add another brand, either at the instance of manufacturer or consumer, unless he is assured of a demand which will take all he orders. And, moreover, a new demand, not merely one that will transfer itself from one brand to another. How can he be assured in advance of such a demand? By adopting a suggestion this paper first made several years ago; tell a customer who wants something new stocked, that you will have to buy a wholesale quantity of it, which you will be glad to do if she will guarantee *in writing* to take it all within a certain time. "But I don't know whether I am going to like it," she will say, and the obvious answer is: "Then you should not ask me to take all the risk that you will not."

The Coca-Cola Food Decision.

Any one who has watched the fight between the United States Government and the Coca-Cola Co., which has extended over several years, will probably rejoice over the decision handed down by the United States Supreme Court last week. For years the Government has fought the Coca-Cola concern because it contains caffeine, and in the Government's view, is simply a drugged drink, false to its name because according to the Government, it contains no coca and little if any cola.

The Supreme Court demolishes several of the contentions with which the Coca-Cola Co. has won a number of its fights with the Government. One of them is that caffeine is not an "added" deleterious ingredient, because it was an *original* ingredient of the mixture called Coca-Cola, and an original ingredient cannot be an "added" ingredient. The Supreme Court says this is ridiculous. If there was anything in that, says the court, any manufacturer could legitimize arsenic or opium, or any poison whatever, merely by making it an original ingredient.

Incidentally, the same point was before a Philadelphia court last week in a vinegar case. The State said certain vinegar was adulterated because it was artificially colored with caramel. The manufacturer said caramel was not an adulterant because vinegar had always had it in. And in the Philadelphia court the contention won, though it is directly opposed to the Supreme Court decision in the Coca-Cola case.

The Government has also contended that as Coca-Cola contained no coca and little or no cola, it was a fake and had no right to use the name it used. The company's answer has always been "Coca-Cola is only a fancy coined name; people don't expect to find coca or cola in it." And several lower courts have sustained this, but the Supreme Court says there is no evidence that such is the case.

The Coca-Cola Co. will have considerable difficulty preserving its equilibrium under this decision.

Keeping Trade Agreements.

The trouble with such an agreement as the Attorney General of Kansas has given Topeka grocers the right to make among themselves, not to give credit to anybody owing any one of them, is that it is never and will never be kept. The Topeka dealers wish to sign an agreement to grant credit only to persons who owe nobody, and the Attorney General says such an agreement is not a violation of the law. Therefore a lot of them will go ahead and make it, but will every signer keep it? If so, the case will be different from all that have ever happened before. There is alw somebody who thinks he ne business, and who will take chance. The fact that he is bre ing faith with his fellows does figure. "All's fair in love, wa and business." How can this prevented? It cannot be.

Making a Salesman.

Some time ago some refe was made to a system of "S manship Lett which were be published by local newspa Following is another extract fr the current lesson:—

Q. How can you take full a vantage of your opportunities?

A. By awakening and watchi the most minute details of yo business.

Q. Was Stephen Girard noted a merchant or a cooper?

A. First as a merchant, but h was also a good cooper, showi he had mastered the details of h business.

Q. How were many great inve tions born?

A. By seizing the opportun observation brought forth and d veloping the germ of same.

Q. What is the one and o great opportunity?

A. Life itself, filled with hone persistent endeavor.

What a quick and easy way, sooth, to become a salesman! most as easy as becoming a mo merely by reading some direct and doing nothing else. I have doubt that a lot of young fell are faithfully reading these sons and correspondence cou hoping thereby to acquire the which fits a man to sell goods.

Will such things make a man? They will make him that's all.

How the Girard Grocery Co. Handles Specialty Orders.

Manufacturers Are Pointing to It as a Model Plan From Their Standpoint. Quickness is Keynote With Clear Understanding That a Retailer Who Signs a Specialty Order Must Take It.

Specialty manufacturers are considerably delighted over a statement which has just been made by the Girard Grocery Co. of Philadelphia, as to its attitude toward specialty orders taken by salesmen of the manufacturers and turned in through the Girard as jobber. The statement and the plan is as follows:—

We believe that manufacturers should have the co-operation of all wholesale and retail dealers in the distribution of their goods.

Years ago the Girard Grocery Co. determined to act as a clearing house in Philadelphia for the business of dependable manufacturers; to assist and encourage stable and intelligent specialty men, making them a reliable and trustworthy factor in the trade, and at the same time discountenance stock speculation on the part of grocers, the purchasing of deals and futures, methods that can have, do have, only one result—demoralization of the retailer and eventual failure.

Our solution of this hitherto difficult problem has proven to be the correct one, the result being being that manufacturers' representatives support our plan; merchandise is being distributed successfully and economically and a demand rendered permanent.

THE PLAN.

Orders received any hour during the business day.

Immediately upon receipt they are placed in their respective files to be added to regular weekly purchases as they are made.

All those not honored in this manner are, on Fridays of each week, sent to the warehouse instructions to turn the goods to buyer's teams when they call, or will be delivered by carter upon first trips.

To expedite deliveries, sp men frequently, after securi ders, phone our office and r that the goods be forwarded day. In that event it is extre important that such orders b ly marked "phoned" or "f otherwise duplications result, great annoyance of the trade invariably at our expense.

All orders must carry the si ture of the purchaser.

Our acceptance of an order i guaranty that we will use every effort to have said order filled with the least possible delay.

All orders not filled will be re-
irned with due promptitude and
eason assigned.
Members must please understand
at after they have affixed their
gnatures to specialty orders, with
e request that the items listed
ereon be delivered to them by the
irard Grocery Co., they must pos-
vely take the goods.
We are without authority, and
ill not assume the responsibility,
cancel any such orders drawn
on us for supplies. If cancella-
ns are necessary or desired, re-
ests must be lodged with the
anufacturer direct or his repre-
ntative.
And where a collection of these
ecialty orders occurs for any rea-
n whatsoever, and the members
en later desire to continue their
en account with us for general
cks, it will be necessary that they
st accept and pay for all items
ntracted for within the period of
cumulation, or secure a release
m each manufacturer with whom
lers were placed.

Week's Dry Goods Business.

rshall Field & Co. in their weekly
w of the dry goods trade, say:—
Wholesale distribution of dry
ds for the week has been in
ger volume than for the same
iod last year.
Road sales for fall delivery have
n normal, but are much greater
immediate delivery than in the
responding week a year ago.
Merchants have been in the mar-
in considerably larger numbers
report that cool spring weather
etarding somewhat retail distri-
ion:
Collections are normal.

Attorney-General Says Combination Among Grocers to Refuse Credit to Dead Beats is Not Against the Law

Topeka Grocers Submit Agreement to the Above Effect to Kansas Attorney-General, Who Says It is All Right. Text of the Agreement.

Decidedly of interest to the retail trade everywhere is the fact that the Attorney General of Kansas has given the Topeka Retail Grocers' Association an official opinion to the effect that an agreement among retailers not to extend credit to dead beats is not against the law.

We have a copy of the correspondence in the case, and here present it. The agreement which it was proposed to sign was as follows:—

> In view of the fact that every branch of industry is organizing for mutual benefit, it behooves the grocers of this city to so strengthen their organization that they may be in a better position to combat any proposed plan that is detrimental to their interests. The high cost of living and the increased expenses of doing business necessitates the strictest economy of management. The extension of credit is the principal foe that the grocer has to contend with, and to better safeguard his interests along that line, we, the following named grocers do agree not to extend credit to any person without first getting a rating from the office. Should the information reveal the fact that said person owes a fellow groceryman an unpaid bill, and no satisfactory adjustment of the account has been made with the credit, we further agree to absolutely refuse to extend credit to said prospective customer. We also agree to report any and all delinquents at least once each month.

This was submitted to the Attorney General who replied after considering it, that "the proposed agreement between grocers, relative to the extension of credit, is not in violation of any of the laws of this State."

Already a large number of Topeka grocers have signed the agreement, which will shortly be published in the local newspapers.

AMONG THE TRADE.

On June 1, 1916, J. H. Huston Co. will withdraw as representatives in the Philadelphia territory for the Corn Products Refining Co. and the National Starch Co., who will open a branch office in Philadelphia.

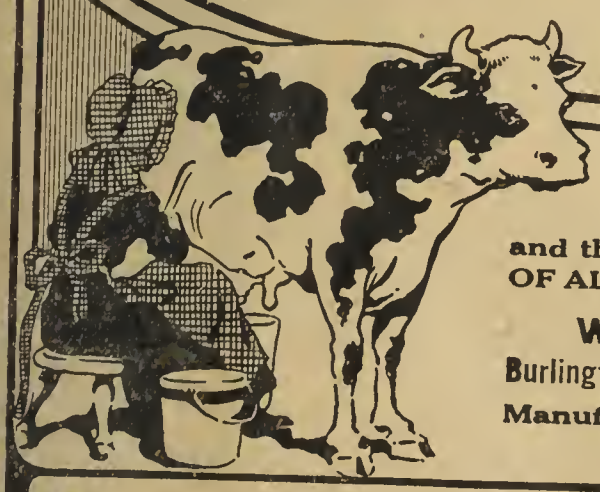
The Philadelphia Pickling Co. has been made defendant in a novel suit by Jacob Cohen, dealer in soft drinks of Vineland, N. J. He says he bought grape juice of the Philadelphia concern, supposing it to be unfermented, but it proved to be fermented and he was arrested for selling alcoholic liquor without a license and sent to jail.

The Philadelphia Vinegar Co. was acquitted during the week of selling adulterated vinegar. The charge was coloring vinegar with caramel, but the defense was that caramel had always been used to color vinegar.

Put It Up To Your Dairyman

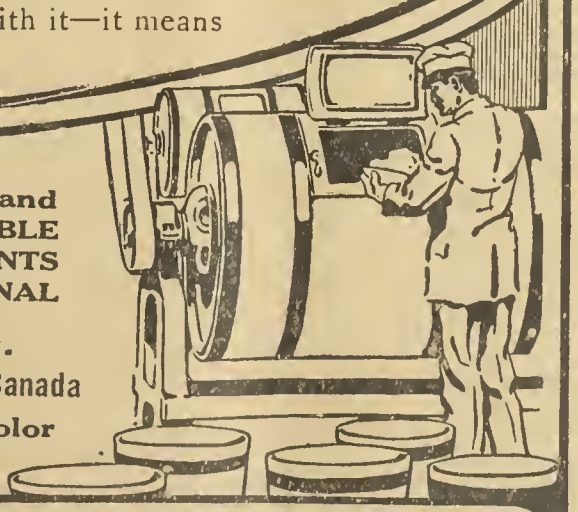
Ask your dairyman if he uses DANDELION BRAND BUTTER COLOR. If he doesn't, speak to him about it. Tell him that you know that women buy butter largely on color—that your customers want butter of a deep, rich, golden hue—the wonderful color that only DANDELION BRAND BUTTER COLOR can confer.

Insist that your butter be colored with it—it means bigger profits to you.



We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL

WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color



Dandelion Brand *The color with* **Butter Color** *the golden shade*

The New York Letter

Why New California Canned Fruits Will Be High. War Great Boom for American Condensed Milk. Coffee Advertising Campaign Under Way. All Price-Fixing Factors May Agree on Borah Bill. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, May 26, 1916.

As was predicted in a recent issue, prices on the new pack of California fruits have opened very much higher than last year. Prices on peaches are about 40 per cent. higher, and the general average of the line is 20 to 30 cents above prices of a year ago. A well known California packer who visited New York during the week justified the advance as follows:—

> Every element of cost that enters into the production of canned fruits on the Pacific coast and Hawaiian Islands has increased, meaning labor, sugar, box shooks, nails; just so much, in fact, that the situation demands if the packer is to stay in business and not face financial disaster he must advance prices. When he considers the prices of raw materials with which he is confronted an advance is absolutely necessary. The facts of this increase are clearly based, and to go into exact details as to what an advance of 2½ cents on sugar and other increases mean is unnecessary. The packers of Hawaiian pineaple for the past two years have sold their goods so low that the man on the land has been unable to make a living. This situation could not continue. The result would be that the pack would be curtailed. The reduction of 700,000 cases, as compared with 1915, is causing a reasonable advance that is not objected to by the distributor. Another element which always encourages enhanced values is that the purchasing power of the masses has never been on so high a level. When the purchasing power is at low ebb values of food products always suffer.
>
> In dry fruits causes that probably will maintain higher opening prices are materially shortened crops on the Pacific coast. Prunes are establising a maximum, being 120,000,000 pounds, against 200,000,000 pounds in 1915. Apricots will not show over 50 per cent. of the normal crop.
>
> Organization of many growers' associations results in holding back of crops. This is an element not to be overlooked, at least until after the crop is made.
>
> That European countries that are large consumers of California dry fruits are not off the map has been shown, and while shipments for early months will be at minimum, the restrictions imposed by Britain and France will be partially removed as early as crop conditions will warrant full shipments. It is a mistaken notion that we are to be left alone with our crops. The world wants them and what the world desires it will find a way to obtain.
>
> The advance in the value of beans, of which California alone gives 3,000,000 bags, is from perfectly natural causes, namely, short crops and the total stoppage of imports from abroad. Prospects on the Pacific coast are not favorable for growing crops. We cannot expect a material reduction in values. The export demand for American beans is growing and when we begin to face and are called upon to feed the hungry people in the war zones, the values will not weaken.

* * *

War has certainly been a tremendous boon for condensed milk manufacturers. Before it broke out most of the manufacturers were making no money and were going speedily in the hole day by day. This was partly on account of foreign competition and partly because the home industry was depressed anyway and poor for some time. At the present time, however war orders for American condensed milk are so large dealers here are unable to fill them. Prices have not shown any sensational advance as yet, although raw milk, sugar and tin have all advanced. There is every reason to believe that if the war orders continue prices will be materially higher on the stocks left here for home consumption.

* * *

The Joint Trade Committee in charge of the proposed coffee advertising campaign is now engaged in the work of raising the necessary money. This committee consists of Ross W. Weir, F. J. Ach and Geo. S. Wright, representing the National Coffee Roasters' Association, and Wm. Bayne, Jr., and C. H. Stoffregen, representing the green coffee trade. The plan for raising the money comprehends the assessment of each man who will contribute on the basis of one-fourth of one per cent. of the capital employed in the subscriber's business. Wholesale grocers are to be assessed on the basis of one-fourth of one per cent. of the capital employed in their coffee departments. The proposed fund for the first year is $100,000 and everybody in the United States who is interested in increasing the consumption of coffee is to be asked to join.

Side by side with this movement will go another one fathered by the National Coffee Roasters' Association. At the last meeting the following resolution was adopted:—

> Resolved, That a committee of five be appointed by the president to investigate and report the best method to overcome the difficulty encountered by the retail grocer in building up and holding his coffee business.

The following have been appointed as the committee: F. R. Seelye, Chicago; C. W. Brand, Cleveland; E. G. Beeson, Detroit; S. H. Holstad, Minneapolis, and W. T. Jones of New Orleans.

* * *

Several large department stores, in fact among them are the largest in the country, have come out in favor of the Stevens bill, which would give manufacturers of trade-marked goods the legal right to fix the wholesale and retail selling prices. Among the stores which have announced themselves in favor are John Wanamaker, B. Altman & Co., James McCreery & Co., Bloomingdale Bros., all of New York; Lamson Bros. Co., of Toledo, Ohio; Strouss-Hirshberg Co. of Youngstown, Ohio; and Shepard Norwell, Boston, Mass. Macy & Co.'s department store of New York is against the bill.

* * *

One of the sensations of the week was the summoning of about 200 retail grocers by the local Department of Weights and Measures, charged with not complying with the Weights and Measures Act. The Commissioner of the Department stated that he had given retailers more time than they could have expected to familiarize themselves with the act, and to obey it, but that those which he had summoned had failed to do so, and now nothing could be done except to prosecute them He said that most of the violations of the act undoubtedly came from ignorance.

* * *

The Sperry & Hutchinson Co. has organized the S. & H. Stores, Inc., paid in capital $100,000, incorporated under the laws of Delaware. This company has purchased from V. C. Brown eleven stores he recently acquired from the United Five and Ten Cent Stores, Inc. The head office will be at 2 West 45th street. The property was purchased at a receiver's sale on May 18th by V. C. Brown, the highest bidder, at 41 per cent. of the appraised valuation, plus receiver's expenses. The stores have been operated for the last months by the receiver and gross sales in 1915 around $600,0 The officers of the new comp are George D. Caldwell, presid V. C. Brown, vice-president; W McKee, secretary; F. B. War treasurer, and E. P. Badger, p chasing agent.

* * *

There is some evidence that parties may agree on the Borah which was recently introduced the United States Senate and is latest substitute for the Ste bill. The National Trade Asso tion, which is the leading organ opponent of the price-fixing pr ganda, has issued the follo statement about the Borah bil

> If we are to have legislation any kind on the subject of pr maintenance a measure along t lines of the Borah Bill would more equitable and fair than t other bills which have been int duced. Under the Stephe Ashurst Bill the manufactu would be given everything a would return nothing. He wo receive power to maintain the sale price of his trade-marked a identified goods, but would not forced to limit his price to the c sumer.
>
> The Borah measure is a logi development of price maintena legislation. It would prevent manufacturer from using weapon of national advertising force retailers to sell goods to public at an exorbitant profit to producer. The new bill would all the Trade Commission to insp the books and records of manuf turers and ensure that the p which they would be permitted maintain was not abnormally hi
>
> The policy of this association that there should be no legislat on this problem and that the sale identified goods should be left o to competition. But if this is to be allowed, the bill of Sena Borah is preferable to other me ures now before Congress.

Summarized Market Conditions.

Tea quiet, no change in p Trade much interested in th that the Congous market about 7 cents above normal. fee in very light demand; pr Santos steady to firm. Other fees steady and unchanged.—S somewhat easier as to raws, be of light buying. Refined unch Second hands holders shadin market.—Prunes firm and changed; outlook strong. dried fruits unchanged.—C Hawaiian pineapple advance 10 cents; outlook strong. C nia canned goods opened 191 son 20 to 30 cents above last y situation strong, demand g Other canned goods unchan

uding salmon and sardines.—
eat still fluctuating; closes the
k slightly higher.—Flour about
cents per barrel cheaper than a
k ago.

These Bills Are Secret Mail Order Schemes.

**sure Introduced Simultaneously in
ited States Senate and House to
tablish a "National Chamber of
riculture" Said to Have Mail
der Snake. Big Mail Order Man
Head.**

l Correspondence of "Modern Merchant
nd Grocery World."

ashington, D. C.,
May 26, 1916.

n attempt by the mail-order in-
ts to strengthen their hold
the purchasing masses of the
try is indicated in bills, identi-
n form, recently introduced in
Houses of Congress (S. 5,687
H. R. 14,903) entitled: "To
blish a National Chamber of
culture of the United States."
e nominal sponsor for the bill
e Southern Commercial Con-
, with headquarters in Wash-
n, which is supposed to repre-
all business interests of the
n, and not exclusively farmers
nail-order concerns. The vis-
ead of the movement at its
tion and still prominent there-
Mr. Clarence J. Owens, man-
director of the Southern
nercial Congress.
e first act connected with the
e was the appointment by the
lent of the Southern Commer-
ongress of a National Cham-
f Agriculture Commission.
hairman of this commission
us the head of the scheme is
harles H. Thorne, erstwhile
ent of Montgomery Ward &
he second largest mail-order
in the world.
bill is said to have been
d at a conference held in
ington on April 18th, upon a
sued by the above named Mr.
e, David Lubin, American
ate to the International Insti-
f Agriculture at Rome, and

of Mr. Lubin's most noted
the formation of a plan for
t dealing between producer
nsumer," with especial refer-
o the use of the parcel post
n.
active principle of the bill
e found in the following ex-
rom it:—

Sec. 23. That whenever a local unit or chamber, or any member thereof, desires to offer for sale or to purchase any agricultural product or commodity related to the farm, or information relating to said product or commodity, said chamber or said member may communicate such desire to the secretary of the local chamber, whose duty it shall be, in case he cannot meet the needs of the applicant, to certify and forward the application to the secretary of the county unit or chamber. If the secretary of the county unit or chamber cannot meet the needs of the applicant, he shall certify and forward the application to the State unit or chamber. If the secretary of the State unit or chamber cannot meet the needs of the applicant he shall certify and forward the application to the secretary of the national chamber, whose duty it shall be to act at once upon the application.

Of course, "commodities relating to the farm" would cover everything from a stick of gum to a traction engine; from a collar button to a suit of clothes.

The bill asks that the President of the United States shall appoint nine men to organize the chamber. They shall receive $20 and traveling expenses while giving service to the chamber. There is to be a secretary at $7,500 (same as a Senator or Representative receives) and two assistant secretaries at $5,000 and $4,000 respectively. But far more impressive than these items is the point that the bill asks for an appropriation of $250,000 to establish what looks very much like a scheme so utterly paternalistic that it seemingly would make the Government a partner in a mail-order trust.

HOLT.

Stephens Bill Hearings Begin Next Tuesday.

House Committee on Interstate and Foreign Commerce Will Give Two or Three Days to Hearing Arguments Why Manufacturers Should Fix Resale Prices.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
May 26, 1916.

There will be hearings on the Stephens bill before the Committee on Interstate and Foreign Commerce, on May 30th at 10 o'clock. They will probably continue for two or three days only.

The Stephens bill is the substitute for the Stevens bill. It will give manufacturers of trade-marked goods the right to fix the wholesale and retail selling prices.

HOLT.

BURK'S
Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S
Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and LUNCH ROLL were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK
Girard Avenue and Third Street
PHILADELPHIA

Written for the "Modern Merchant and Grocery World."

This is Certainly a Stunt—What Do You Think of It?

This Retailer Gets Around Chain Store Competition by Buying Goods From Local Chain Store Managers. An Amazing Story of a Chain Store's Remarkable Generosity, or Perhaps the Dishonesty of a Manager.

I have a grocery store at the above address for the last eleven years. I never made any fortune, but always discounted my bills. About two years ago a chain store came next door on one side at No. 367, and last year another one came—the A. & P.—at No. 363. I am in the middle, sandwiched in, as you see my number is 365. Surely business dropped off a little, but I think I am not losing because I am trying to buy as cheap as possible and sell the same way. I am also cutting a little off my expenses and I have a little income from the property I have the store in, so taking everything together, I am most sure I am not losing. Now in order to obtain groceries cheap I spoke to the Kirkman soap people, saying that they should help me out and let me have some of their soap at a price, so I should be able to compete with the chain stores and sell 7 for 25 cents so I should at least not lose.

The Kirkman people said the best price they could make was $3.84 for 100 cakes of soap, $3.25 for the powder, $3.54 for the white soap, and $3.25 for scouring powder, 96 cans per box. Customers are taking soap and no mixed orders, 7 for 25 cents, so by trying to compete with the chain stores I have to lose money even if I only consider cost, not counting my overhead expense.

I spoke again with the Kirkman soap people, asked them again to sell me the soap at cheaper rates, but they said, "No, that is the cheapest we sell our soap to any one: no matter if you take 1,000 boxes it is the same price."

Now I am on good terms with every one, even with my competitors. Whenever they come in for change, or for my push cart, or to exchange goods, I always let them have it.

Once the A. & P. manager sold me some Kirkman's soap for $3.50 per case: the next merchandise he sold me below the price was four barrels of sugar, next was $200 worth of merchandise quite cheap. I turned the goods over to my jobber and made a little profit on it. So I used to buy every week regularly a couple of hundred dollars' worth of goods and turned them over to my jobber and made a profit on it until one nice day the manager was fired.

After being used to buying groceries cheap, to start again to pay the regular price I did not care to, so I looked for another opportunity and I got one and a good one, and that is the ———— store (another chain store—Ed.). I buy butter in the print, the best, below quotation; sugar, Domino, below quotation; soap, Kirkman's, $3.40 per case: Fels naptha soap, or P. & G. soap, $3.40 per case; Lion brand condensed milk, $5.04 per case, and many more goods cheap.

————, N. Y., May 25, 1916.

* * *.

Texas Onion Season Closing.

The office of Markets and Rural Organization of the United States Department of Agriculture reports that the Texas onion crop is rapidly being shipped out of the State, 3,586 cars having gone forward up to the night of May 17th. It is probable that the season will close by June 1st. The temporary branch of the office of markets reports that good prices have been received by the growers to date. Both the Crystal Wax and Yellow Bermuda varieties have probably sold at an average price of over $1 per crate for the entire season.

Coca-Cola Co. at Last Gets Body Blow

After Having Won a Number of Fights With Government the Supreme Court Upsets Most of Its Contentions. Government Says It Contains Caffeine, But No Coca and Little if Any Cola, and Supreme Court Intimates That If This is True It May Be an Illegal Product.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
May 26, 1916.

The Coca-Cola case, just decided by the United States Supreme Court, is destined to attract some attention. The Coca-Cola Co. has been fighting with the Federal food authorities for years, the reason being the Government's belief that the caffeine which is the dominating ingredient in Coca-Cola makes it injurious to health. Mostly in these fights the Coca-Cola Co. has won, but the Supreme Court decision is a body blow for it.

The case came up on an appeal. The Government had seized forty barrels of Coca-Cola on the ground that it contained a drug, caffeine, and contained no coca and little if any cola, all of which made it injurious to health, and an imitation. The lower court dismissed the suit because it thought "Coca-Cola" was merely a fancy name. This the Supreme Court says it shouldn't have done. The following is from the decision:—

In the present case we are of opinion that it could not be said as a matter of law that the name was not primarily decriptive of a compound with coca and cola ingredients as charged. Nor is there basis for the conclusion that the designation had attained a secondary meaning as the name of a compound from which either coca or cola ingredients were known to be absent, the claimant has always insisted, and now insists, that its product contains both. But if the name were found to be descriptive, as charged, there was already a conflict of evidence with respect to the presence of any coca ingredient. We conclude that the court erred in directing a verdict on the second count.

Upon the point of adulteration, we cannot assume that simply because a prepared food has its formula and distinctive name, it is not, as such, adulterated. In the case of confectionery, it is plain that the article may be adulterated although it is made in strict accordance with some formula and bears a fanciful trade name, if in fact it contains an ingredient deleterious or detrimental to health, or any vinous, malt or spirituous liquid or compound or narcotic drug, and the context clearly indicated that with respect to articles of food the ordinary meaning of "adulteration" cannot be regarded as controlling.

We are not now dealing with the question whether the caffeine did or might render the article in question injurious; that is a separate inquiry. The fundamental contention of the claimant, as we have seen, is that constituent of a food product hav ing a distinctive name cannot be a "added" ingredient. In such cas the standard is said to be the foo product itself which the name de ignates. It must be, it is urge this "finished product" that is "adu terated."

In that view, there would see to be no escape from the conclusio that however poisonous or delete ious the introduced ingredie might be, and however injurious i effect if it be made a constitue of a product having its own distin tive name, it is not within t provision.

If this were so, the statute wou be reduced to an absurdity. Manu facturers would be free, for exam ple, to put arsenic or strychnine other poisinous or deleterious ingr dients with an unquestioned inju ious effect into compound articl of food, provided the compour were made according to formu and sold under some fanciful nam which would be distinctive.

HOL

Pennsylvania, New Jersey a Delaware Jobbers Conden Certain Advertising.

Tri-State Association Writes Bra Organization of Specialty Ma facturers That Prize Advertising Subsidizing Advertising is Wron

The Wholesale Grocers' Ass ation of Pennsylvania, New Jer and Delaware has sent the foll ing letter to the Philadelphia a iliary of the American Speci Manufacturers' Association:—

In view of the recent court dec sion concerning advertising, this a sociation wishes to place itself record as heartily commending t movement that all advertisemen should be absolutely truthful, a that all misleading statemen should be omitted. We belie that particularly all food product when advertised, should conform these requirements.

Further, such advertisemen should be free from the tenden to favor any special class of di tributors, and we are, therefore, o posed to all schemes that invol the giving of coupons and priz in connection with advertising th has as its object the favoring one class against another.

The subsidizing of salesmen jobbers and retailers by payi special rebates or commissions connection with advertising is o jectionable, particularly when co fined to a favored few against t majority of distributors. The lowance of a special sum of mon under the guise of an adverti ment, to be placed in the price li of a distributor, is also a class advertising which we must c demn.

All such forms of adverti should be discouraged.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

The Grocery Markets

Tea.

he tea market shows no change the week. The new Congous on has at last opened on a basis to 7 cents above last year. This accordance with the prediction le last week. The demand from sia appears to be the controlling ure in the price of Congous for coming season. Without doubt market will be very high. Other remain unchanged and the de- d is fair for the season.

Coffee.

he coffee market is slightly er than it was a week ago, but ver 1/8 cent. This applies more cularly to Santos coffees than hing else, although Rio 7s are e and firm also. The principal n for the hardening is the con- d firmness in Brazil. Milds teady to firm and quiet. Java Mocha unchanged and in light nd.

Sugar.

e sugar market remains un- ged from last week. Raws are ating slightly, but show no rial change in the last two or weeks. Refined sugar is ex- where it was a week ago. The nd is light, as the fruit season ot yet opened.

Fish.

ere is not very much change in ackerel situation, except that holders are stiffening up in even toward the end of the n, and are asking several dol- nore a barrel than they could een bought for some time ago. s are very low and the season lean up very closely. New do- mackerel will probably be ble about the middle of June. hake and haddock are not d on account of the season, the situation is unchanged. n shows no change and in demand. Domestic sardines ot very much in evidence as wing to the light pack. Im- sardines still very scarce and

Canned Goods.

market for spot Maryland oes in a large way f. o. b. fac- $1 a dozen. Here and there ave been made at about 2½ cents below that. Futures have been unchanged, but show a slight strengthening tendency. Corn and peas show no change; demand is fair for both, corn being much the firmer of the two. Orders are being taken for new pack Maryland peas at 65 cents in a large way. This is about 15 cents higher than the same grade sold for a year ago after being packed. Apples are dull and cheap. Spot California canned goods show no change and in light demand. Most of the large packers have named prices on futures, some of which are about 33⅓ per cent. higher than last year owing to the prospective scarcity of supplies. This applies particularly to peaches. Small Eastern staple canned goods are unchanged and dull.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup dull and unchanged. Sugar syrup and molasses show no change and very little demand.

Dried Fruits.

Prunes show no change from a week ago. The situation is still strong; prices high. Peaches and apricots are where they were a week ago, with a light demand. Raisins are also unchanged and quiet. Currants have advanced considerably during the week owing to the continued uncertainty of the new crop. Growers report that they will not be able to get the chemical that they use to spray the growing plants with, and this will make a poor season, with fruit short and inferior. Other dried fruits unchanged and dull.

Butter.

There is a steady and active consumptive demand for all grades of butter with unchanged prices. The demand is increasing and so are the receipts. The quality of the butter arriving is very good for the season and is improving all the time. The outlook is for a good make of butter, but the demand is so heavy that there are no indications of very much decline in price.

Eggs.

The receipts of eggs are falling off, as is to be expected, and the situation is firm and unchanged, with a good consumptive demand. The quality of the present receipts, owing to the continued good weather, is still very good and the market is healthy on the present basis. Stocks of eggs in storage are lighter than they were a year ago.

Cheese.

The make of cheese is increasing as the season advances. There is a normal consumptive demand and a heavy demand for export, and prices are steady on about the same basis as a year ago. The average quality is good. Skim cheese is in light supply and unchanged in price.

Beans and Peas.

Pea beans show further advance for the week, and the quotation in a large way is now $4.35 per bushel. To come forward they are a little higher than on spot. Marrows also show an advance of about 15 cents per bushel during the week. California limas are about 25 points higher. Short supplies of pea beans are mainly responsible for the whole advance. Green and Scotch peas are very scarce and high; demand light.

Provisions.

Everything in smoked meats is steady and unchanged, with a light consumptive demand. Prices are very high for the season owing to the export demand. Pure lard and compound lard are steady with a fair jobbing demand at unchanged prices. Barreled pork is in good demand at an advance of 50 cents per barrel. Dried beef and canned meats unchanged and steady.

INDIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

As usual at this season of the year the salt fish business is, of course, very quiet. Herrings of all kinds are rather

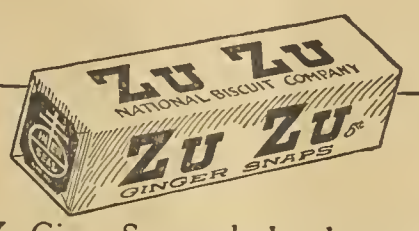
Appearance Counts

Every grocer should appreciate fully how much the appearance of things has to do with successful storekeeping.

National Biscuit Company products in the well-known In-er-seal Trade Mark packages and the attractive glass-front cans are a bright spot in any store.

They are profitable reminders—they remind customers to *buy*. National Biscuit Company products have established and maintained a quality that is unapproached in the baking of crackers, cookies, wafers, snaps, cakes and jumbles.

Make the appearance of things in your store a selling factor by stocking with a complete assortment of N. B. C. biscuit.



Zu Zu Ginger Snaps—the best known, largest selling, most widely distributed ginger snaps.

NATIONAL BISCUIT COMPANY

neglected, except Norwegian herrings, which are selling in a good hand-to-mouth way. We have just had a cable from our agents in Norway informing us that during the last week of April only about half a million codfish were caught, a very small quantity, indeed, which brings the total catch of codfish caught to the later part of April to about 41,000,000 of fish, against a quantity caught at the same time last year of nearly 53,000,000 fish. Owing to the enormous demand for salt codfish from the belligerent countries, naturally most of this fish was put up in salted condition, while only about 2,500,000 fish were prepared for stockfish against a quantity of 11,000,000 prepared for stockfish at the same time last year. This means that we shall have to pay enormous prices for stockfish this coming season. The price for salt codfish in Norway has advanced to almost 11½ cents per pound, and at that price this salt codfish is in excellent demand from the countries now at war.

The imported sardine situation is practically unchanged. Only very small shipments arriving from Norway, and those goods that we are able to obtain we have to pay such enormous prices for that naturally the sales of the same is very much restricted. To offer lower prices for the goods which the Norwegian packers are offering us would be absolutely useless, because they can get their prices easily from the belligerent countries. It is the same thing with tomato and kippered herrings, of which limited quantities are being offered, but prices are so high that it would be impossible for us to import these goods and sell them at a profit. Portuguese sardines, of which small shipments are arriving right along, are selling in a fair way, but buyers are taking stock only from hand-to-mouth, being afraid of a break in prices. Still, there is very little chance of lower prices in the near future, as all raw materials seem to be advancing from day to day. Besides, there is an enormous scarcity of tinplate in all sardine producing countries, and what is still worse, there is an unprecedented scarcity of labor. French sardines, of course, are coming over in such negligible quantities that whatever comes over is readily sold.

STROHMEYER & ARPE CO.
New York.

—

Rice.

The demand for the week continues to be disappointing and there seems to be general complaint that the movement has not come up to the season's expectations, the output covering merely actual and immediate needs. Prices, however, hold up to former level, with indications pointing steadily towards a somewhat higher range. This is especially noticeable for the better qualities of Blue Rose, which are becoming more difficult in supply, though the demand for medium grades is quite sufficient to keep the market strong on such styles; also Japans have stiffened an item on account of the increasing output, which would seem to indicate that the trade seem to appreciate their advantage from a lower price basis. Broken rices are in absolute short supply. Extra fancy Honduras is almost entirely off the market.

Advices from the South along the Atlantic coast report generally dull conditions. The trade apparently are disinclined to anticipate their wants.

At New Orleans the market is strong under fair demand. Offerings of Blue Rose are becoming smaller daily and one authority estimates that there is not more than 75,000 pockets remaining in millers' hands to-day.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills report their remaining stocks are gradually being depleted and apparently will go into the new season with bare floors. The preparation of the lands and the planting is progressing in good shape.

D. TALMAGE'S SONS CO.
New York and New Orleans.

—

Foreign Grocery Specialties.

French mushrooms continue just as scarce as ever, and prices are simply beyond the reach of the ordinary trade, and larger supplies cannot be expected to arrive until the end of the war, as the skilled labor is not available at the present time.

Spanish red peppers (pimentos) seem to be getting scarcer every day and prices have been advanced. Stocks in Spain are practically clearer now, and newly packed goods cannot be expected to arrive before the end of the year. There is also a great scarcity of tinplate in Spain.

Olive Oil.—Prices continue high, with absolutely no chance of lower figures in the near future. Olive oil imported in tins from Italy is higher because of the enormous scarcity of tinplate and scarcity of skilled labor.

The demand for American foodstuffs from all parts of the world continues as large as ever, and there is hardly a mail that does not bring us orders for foodstuffs from one or another corner of the world. Unfortunately, in most cases we are unable to make prompt shipment, and when finally we are in a position to secure shipping room, we have to pay such enormous freight rates that they make one stagger. We have large orders for foodstuffs on hand since last fall for Greece, for instance, and in spite of our efforts we have been unable to secure shipping room up to this moment. This is merely one instance and really describes the actual situation with very few exceptions. Other drawbacks to import is the high rates of foreign exchange in practically all the neutral countries, the steadily increasing rates for marine and war risk insurance, and last but not least, the great difficulty which merchants experience in securing shipping permits for goods from the Great Britain Trade Bureau in Washington.

STROHMEYER & ARPE CO.
New York.

—

Pennsylvania News Items

The entire interest, including stock and building of the firm Goodrich & Keefer, Third street and the Lebanon Valley Railroad, Reading, Pa., who have been conducting a wholesale grocery business for twenty-two years, has been purchased by former Register of Wills John H. Newman, of Wernersville; Walter W. Schmehl and Howard A. Grim, of Reading. The new firm name will be Goodrich Keefer & Co. Mr. Newman has many friends throughout the county and latterly has been in the retail grocery business at Wernersville. Mr. Schmehl, the manager of the new company, has a thorough knowledge of the business, he having been connected with the Reading Wholesale Grocery Co. since its organization and with the firm

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

irtz & Mayers previous to that. e new firm will add many new es and cover a much larger terri- y. Mr. Goodrich came here from gerstown twenty-two years ago, ile Mr. Keefer is a son of former te Senator Luther R. Keefer, of huylkill County.

idensed Milk Standard Hearings Chicago, June 13th and 14th.

public hearing on definitions and dards for milk, cream, condensed : and other milk products will be in Chicago on June 13 and 14, 1916, he Joint Committee on Definitions Standards representing the United es Department of Agriculture, the ciation of Official Agricultural nists and the Association of Ameri- Dairy Food and Drug Officials. All ons interested are invited to attend. se who desire may present their s in writing to the secretary to the committee, Bureau of Chemistry Building, Washington, on or before the dates set for the hearing. Ice cream and butter will not be considered at this hearing. The representatives of the committee say they desire to obtain from the trade and others definite and accurate information concerning the composition, standards, grades and descriptive terms or names of the various milk products on the American market, so that appropriate definitions and standards may be determined and presented to the three associations for approval. Subjects will be discussed in the following order: June 13th, definitions, standards and grades of milk and cream; June 14th, sweetened condensed milk, condensed skimmed milk, sweetened condensed skimmed milk; dried milk; dried skimmed milk; dried cream, homogenized and pasteurized milk products and cheese. The hearings will be held at 10 A. M. on June 13th and 14th, in the Hotel Sherman, Randolph and Clark streets, Chicago, Ill.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

ant List.—Three want lists are sary, one for the cellar, one for tock room and one for the store. e there is a regular stock clerk is sufficient, but only the very stores can afford the services of roughly capable stock man who ponsible for every line. Men at ead of their departments take eare eir respective stocks.

addition to this, a regular printed book can be bought from any g house.

* * *

iee Window.—Yellow cardboard e bottom of the window, yellow with turkey red figures. Two cards, 22 x 28, on the glass, one g, "We Handle Six Grades of —One of These Will Suit You." er, "Our Electric Mill Will Pow- our Coffee If You Wish It That

different grades of coffee in dif- colored pound bags in separate nake an effective front, and if andle Yuban, one of their back designs is very attractive. In n to this, half a dozen original f roasted beans, with about thirty- ounds in the bag, well rolled will make a window that will ate your sales.

* * *

School.—You remember we sometime since about our stores largely a schoolhouse where we learn something every day and we immediately put it into prac- We grocer men are apt to become careless in our language by using too many slang words. You are constantly coming in contact with people of refinement, those who speak grammatically and whose general manner is very pleasing. Thus you are face to face with one of the opportunities of the "school."

Nicety of manner and speech attract. Gruffness repels, no matter if it seems at the time to "take."

* * *

Concentration.—Means getting your mind fixed on what you are about. We believe the practice of concentration is the solution of a poor memory. We forget because we don't focus. We fail to get the thing wedged because we deal in shadows.

When I give instructions to a clerk and he comes back for a repetition of those instructions, he doesn't get them.

When you are dealing with a customer, *deal with that customer* and nothing else. Don't allow your eyes to wander outdoors or give your attention to some matter of no importance.

I had occasion to buy a pair of shoes last summer in a store in Boston, and while the fellow was trying to fit me, two-thirds of his time was taken up explaining to his companion the "rotten" (yes, the word was used in Boston) way in which a certain cement sidewalk was laid.

People demand attention, and the closer you give them yours the more success *will be* yours. It shows deference. It shows appreciation and it shows that you are a good business man. Practice concentration.

You have a steady seller in

GOLD DUST

Put a display of Gold Dust where the women can see it—and your supply will rapidly diminish—but don't let it stay low, because the demand is steady and persistent.

Every woman has used Gold Dust to save her work in some way—she likes it—and our advertising everywhere is constantly suggesting new uses for Gold Dust.

It remains for you to remind her of Gold Dust when she is in your store to secure the order

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

What Vogt Quality Means

The consummation of an ideal Quality in Pork and Beef Products

The purity of the finished article is of first importance

Hams, Bacon, Sausage, Canned Scrapple

AND AGAIN

SOMETHING ENTIRELY NEW

Vogt's Baked Meatkake

oven-baked—and is all meat of the choicest kind, in Sanitary Cans, open with key.

Meets with cordial response. Fine for picnics, auto lunches, handy for breakfast, luncheon or night suppers. **90c** doz. to retailers, 2 doz. to case.

Ask Your Jobber

F. G. VOGT & SONS, Incorporated

30th and Race Streets, Philadelphia

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Buying Auto Supplies Co-operatively.

Coal Valley, Pa., May 24, 1916.

To the Editor.

Dear Sir:—Please find inclosed pamphlet. Kindly advise me through your paper if this company is secure enough to do as it represents.

Yours respectfully,
W. H. Miller.

The concern referred to is the "Automobile Owners' Service Association," Inc., 432 Diamond St., Pittsburgh. It does not appear to be rated. We know nothing of this organization. Its scheme is not new; it is to collect $17.50 from users of automobile supplies on the promise to sell them supplies at cost. If this concern satisfies its members, it is the first we have heard of that does; one and all, these automobile co-operative organizations seem to fall down. Perhaps one reason is that there are so many cut-price tire and supply dealers that the subscriber can do as well outside as he can inside. Then another of their failings is that they seem never to have what you want.

The writer of this is a regular buyer of automobile supplies, and he would not invest with this concern.

* * *

More Statements on Cost of Delivery.

No. 1.

Conneaut, Ohio, May 17, 1916.

To the Editor.

Dear Sir:—My delivering of goods costs me 25 per cent. of total store expense.

Respectfully,
C. M. Traver.

* * *

No. 2

Denver, Col., May 18, 1916.

To the Editor.

Dear Sir:—As our deliverymen work as clerks and order men when not delivering goods, it is not easy to get the exact percentage. Twenty per cent., or one-fifth of the total store expense, is about what our delivery service costs us.

Respectfully,
Scull Bros.

No. 3.

Washington, D. C., May 22, 1916.

To the Editor.

Dear Sir:—Three and a half per cent. of my expenses are for delivery. I use one Ford car and driver.

Respectfully,
H. S. Gover.

* * *

No. 4.

Woodhull, N. Y., May 20, 1916.

To the Editor.

Dear Sir:—We have no delivery. Our business is in a country town and we do a business of about $45,000 a year but do not deliver.

Yours truly,
Colvin & Co.

* * *

No. 5.

Philadelphia, Pa., May 22, 1916.

To the Editor.

Dear Sir:—Two and a half per cent. of my gross sales is the cost of my delivery and 8 per cent. of my store expenses is the cost of delivery.

Respectfully,
C. Pomerantz.

* * *

No. 6.

Oley, Pa., May 19, 1916.

To the Editor.

Dear Sir:—We do very little delivering. It costs us about 2 to 3 per cent. to do our work.

Yours truly,
P. L. Glase, Son & Co.

* * *

No. 7.

Philadelphia, May 20, 1916.

To the Editor.

Dear Sir:—The percentage of my store expense due to delivery is 7.8125 per cent., computed on order trade for six months.

Truly yours,
L. S. Wolf.

* * *

No. 8.

Philadelphia, May 22, 1916.

To the Editor.

Dear Sir:—Your question as to the cost of delivery (enclosed) is open to four interpretations, any one of which may be hit upon by those who answer it. Your question may mean during a given time:

1. What per cent. of the selling price of goods sold represents delivery expense?
2. What per cent. of the total expense connected with selling these goods represents delivery expense?
3. What per cent. of the selling price only of goods delivered represents delivery expense?
4. What per cent. of the expense that is connected with selling only goods to be delivered represents delivery expense?

The form of your question makes (2) the most likely interpretation, with (4) a good alternative; but (1) and (3) have been thought of. I am of the opinion therefore that replies received by you will, because of the probable ambiguity in methods of reckoning results, be worthless. However, I state below my own percentages, reckoned in the above order, the first per cent. being the answer to the first question, the second per cent. being the answer to the second question, and so on.

Time, six months.

1. One and one-fifth per cent.
2. Seven and one-half per cent.
3. Seven and eight thousand one hundred and twenty-five ten thousandths per cent.
4. Forty and one-half per cent.

Very truly yours,
L. S. Wolf.

* * *

National Commercial Underwriters Explains Bad Check.

Scranton, Pa., May 25, 1916.

To the Editor.

Dear Sir:—A copy of your "Modern Merchant and Grocery World" was brought to my notice to-day in which you have published a letter from H. G. Pennington regarding a check he cashed for the National Commercial Underwriters, Mr. J. J. Martin, manager. Mr. Pennington wrote our general office at Scranton. We advised him by letter that if he would send the check to our home office we would make it good. We have investigated the matter and although our branch manager has explained the matter, we cannot overlook his error and have removed him from our employ.

We wish to impres upon you the fact that we have and desire to keep the confidence of our subscribers, which we can substantiate by hundreds of testimonials. We employ only men with clean and unsoiled reputations, which can again be substantiated by the fact that J. W. Gilds, a member of your State Executive Board, is representing us at present in Easton and will establish an office in Norristown, Montgomery County, Pa., on or about June 1st.

As your article states that you have the check mentioned and as we have not heard from Mr. Pennington, I am enclosing herewith check to replace the check from Mr. Pennington. Kindly forward same to him.

In closing I wish to state that the National Commercial Underwriters headquarters at Scranton, will gladly welcome a thorough investigation by the State Merchants' Association or any other organization. We will prove to you that we do not only sell a merchant collection service with a guarantee, but we do co-operate with him to make our service successful.

Hoping you will give our service a thorough investigation and thanking you for your attention, I am,

Respectfully yours,
A. Striepeke,
President National Commercial Underwriters.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

SUN-MAID RAISINS

The Nationally Advertised Brand

California Associated Raisin Co.

Membership 6,000 Growers

Hearst Bldg., Chicago — Home Office, Fresno, Cal. — 113 Hudson St New York

Window Displays Made Free

¶ We are building up a big demand for **Chase-O** by hundreds of posters, walls, bulletins, throughout this territory. A window display in your store (we will make it for you) will connect your store with our advertising. Why not have you write us?

¶ **Chase-O** washes clothes almost alone. It is wonderful. Your jobber

CHASE-O MFG. CO.

Hancock and Columbia Ave., Philadelphia, Pa

In time of peace [cool-ness] prepare for war [hot-ness]

NO doubt we shall pay for a chilly May with a hot July in the sweet by-and-by. Wise storekeepers are writing us **now** to ask about Howe Refrigerators, and our peculiar method of door construction ("double air-lock") which enables us to take the risk of **guaranteeing** to save 20 per cent. of your ice. Write TO-DAY.

HOWE SCALE COMPANY, 508 Market Street, PHILADELPHIA

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

TO THE TRADE—No. 3

PROFITS: Of course you have influence with your trade. Of course you can force some sale of a product which is offered you at an abnormally high profit. But the man who offers you *excessive* profits thereby confesses that his products lack the strength to sell by merit and demand alone. Most every grocer has tried at some time to make abnormal profits on some line to which the public was indifferent, and has found by experience that he could do more business, do it cheaper and more profitably, by supplying well-established demand lines with legitimate profits and ready sales.

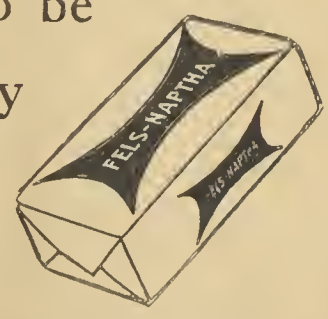
We want you to make a good profit on Clicquot Club Ginger Ale, but we want to protect you at the same time against Clicquot Club becoming a "cut price" line, with consequent loss of the respect of the public. We are protecting you also against the loss of Clicquot Club business by maintaining the highest possible standard of quality production. People don't get tired of Clicquot Club Ginger Ale—they get the Clicquot Club habit fixed.

We are looking forward both for you and ourselves—we are striving to keep Clicquot Club so superlatively good and so universally known that you can keep all your old Clicquot Club customers year after year, and constantly add new ones.

THE CLICQUOT CLUB COMPANY, Millis, Mass.

One Retail Grocer Writes:

"We are handling **Fels-Naptha** soap, and it is getting to be one of our very best sellers. It is wonderful how easily dirty clothes are made clean with the use of **Fels-Naptha** soap. It sells without pushing."



You Jiners Read This.

Well, I had a talk with a fellow last week that sure had wasted a lot of comfort all his life without getting a blame thing back.

He's a man sixty years old and he has a grocery store with a dry goods department in a place of 8,000 people. What he's got is really a little department store, though he don't sell everything. I don't know how much business he does, but it's all right. I suppose he's saved a little money. Lives well and wears even better clothes than I do, if that's possible.

He was going on to me the other day. I had an hour before I could get a train, and he wasn't busy so we went back in his little office and I got the whole thing.

It was raining like thunder and cold. It looked like a mean night—the kind of night when I'd give a couple of good back teeth to be able to stay home and read a good story.

"Well," I said, "this is going to be the kind of night when people that have got homes are going to stay in 'em."

He gave an awful groan.

"And I've got to go to lodge," he said.

"Lodge could go to thunder, if it was me," I said.

"I wish it could for me," he said, "but I'm high dinky dink." That ain't what he said—it was some big office in the lodge.

"I wish I'd never joined a thing," he said.

"Well, why did you?" I said. "There ain't any law making a man join things, is there?"

Then he told me.

"When I first started in business here in 1887," he said, "I thought it all out, and made up my mind that the thing for a business man to do to build up his business was to join everything. I figured out that if he could be a member of all the lodges and the societies it would get him known and bring business. So I started in to do it. I wouldn't have done it at all if I'd done what I'd rather have done, because I'm a man that likes his home at nights. I've got a good home and I've got a good family and I just enjoy being with them at nights. To go home and get a good supper and then settle down for the evening to talk or read or listen to the phonograph—that's what I like.

"But I thought it was a matter of business, so I joined the Odd Fellows and the Masons and the Red Men and the Knights of Pythias. I got in the building association and now I'm president of that. To get any good out of it I had to go to them all, and pretty soon I wasn't getting any nights at home at all. Saturday night was the only off night and the store was open then, so for twenty-five years I've had almost no home life at all. I'm not as young as I was once and it's getting worse and worse. I'd give a ten dollar bill to be able to stay at home to-night—my bones fairly ache for it."

"How's it worked out in a business way?" I asked.

"That's the worst of it—it hasn't worked out at all. So far as I can see I haven't got a dollar out of it. Not a dollar! The people that want to trade here trade here anyway, and those that don't won't do it simply because I belong to the same lodge."

"Well, why in thunder don't you pull out, then," I said, "if it ain't doing you any good?"

"I'm afraid to now," he said, "for fear people would say I was going to pieces or something.

"You see," he went on, "I know why the thing has worked this way. The goods I sell are bought mostly by women. The men I know in these organizations don't interfere much. If I was in the cigar business or the liquor business, I have no doubt I would have gotten a good deal out of it, but as it is, I've simply wasted a lot of comfort and haven't got a thing back."

"Did you ever try to work up any business out of it?" I said.

"Once, but I never did again. I'd met a man in the Odd Fellows who had a big family. They didn't trade with me. I felt I knew him pretty well, and one night I asked him why he didn't open an account here. He stiffened up right away and said his wife did the buying and he didn't mix up with it. The week after that I heard he'd talked to another member about my using the society to get business. I never did that again. I can't point to one customer I can put my hands on as coming here because I've been a member of any organization."

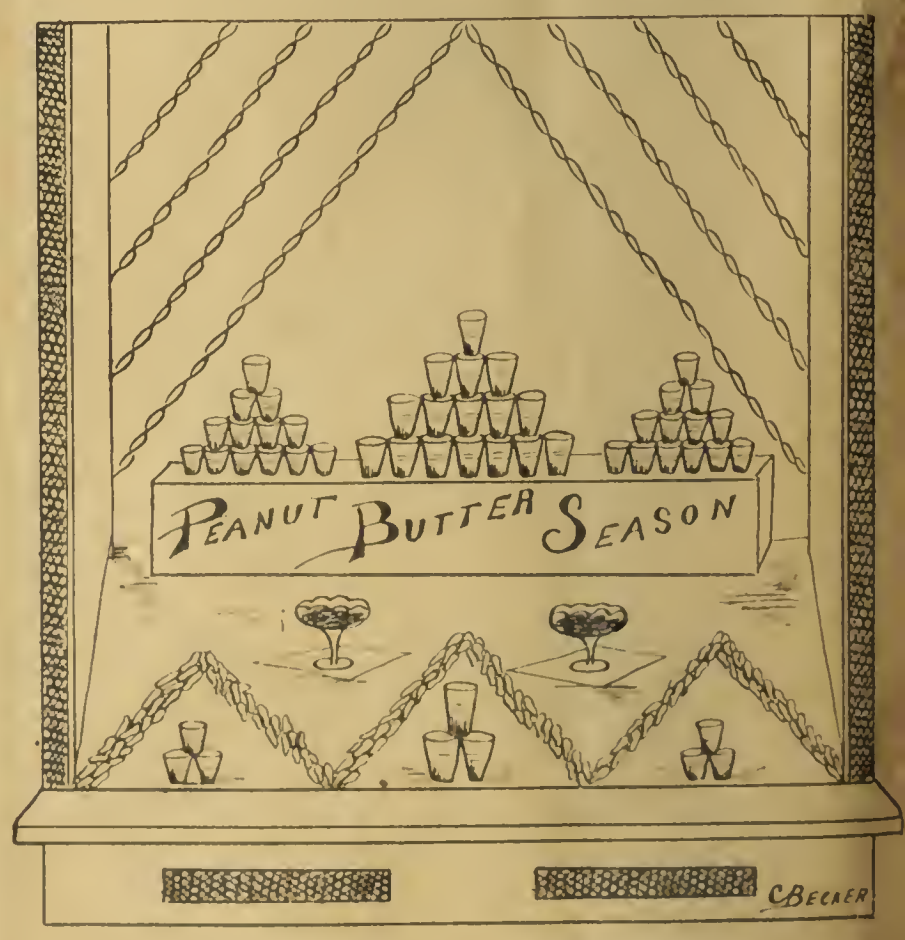
This thing will make some of you jiners sit up and take notice, I'll bet. I'm sorry for that old fellow. Just think of the nights his old bones have ached to stay home in his slippers. Twenty-five years of them! Gee! And all for nothing, too.

THE STROLLER.

DO YOU USE PREMIUMS?

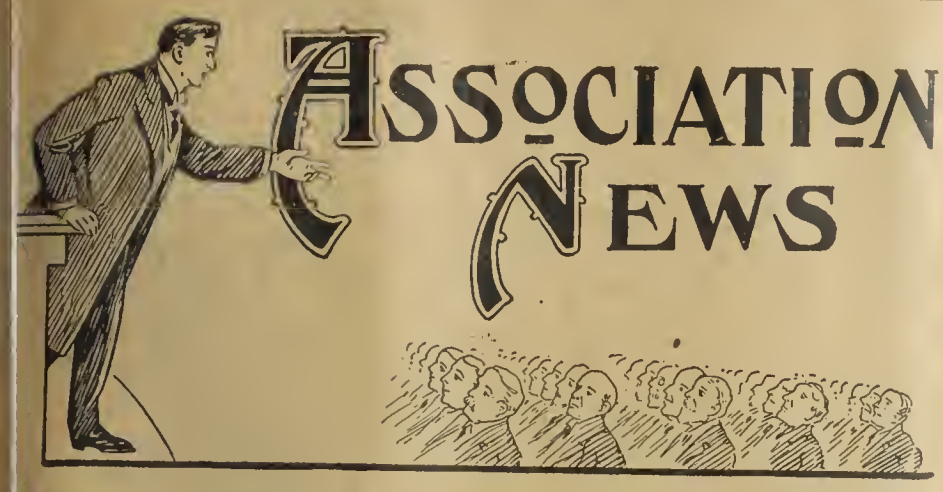
If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

Weekly Window Display Suggestions



Peanut Butter Display.

Peanut butter will be readily sold at this season. Make an attractive display of it in the following manner: Cover the floor of the window with white crepe paper. Along the front make triangle forms of choice [illegible] and arrange a pyramid of glasses in each one. Directly in back on [illegible] napkins, place some loose peanut butter in tall glass dishes. Along the back make a platform about twelve inches high and about six inches deep. Cover this with white crepe paper and letter as shown in illustration. On it arrange pyramids of the different size glasses. To form the background, cut strips of white crepe paper about three inches wide, twist them and then arrange as illustrated.



National Wholesale Grocers' Association.

The tenth annual convention of National Wholesale Grocers' sociation is to be held in Boston, ss., June 14th to 16th. Follow- is the official programme:—

MONDAY, JUNE 12, 1916.
9.30 A. M.
Meeting of Executive Committee.

TUESDAY, JUNE 13, 1916.
9.30 A. M.
Meeting of the Board of Direc- rs for consideration of campaign r the work of the Educational d Cost Research Committees.

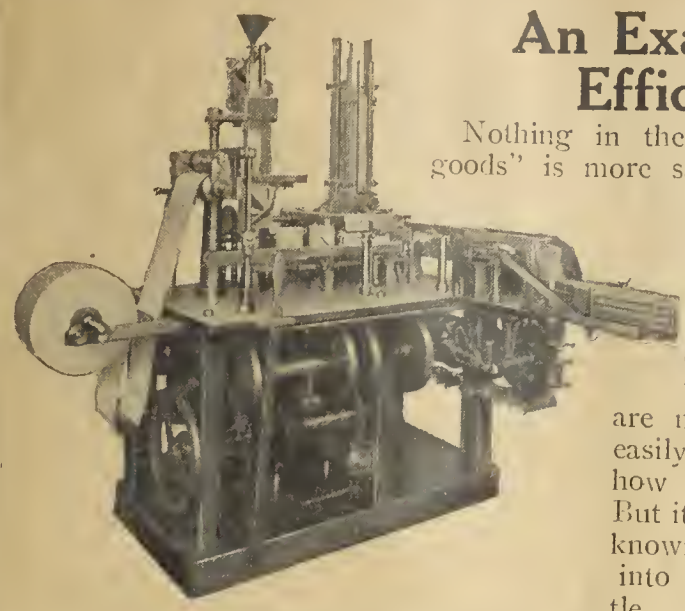
2.00 P. M.
Meeting of Canners' Conference mmittee and Foreign Trade Re- ions Committee.

4.00 P. M.
Meeting of Economy Conference mmittee.

WEDNESDAY, JUNE 14, 1916.
9.30 A. M.
Convention called to order by esident Theodore F. Whitmarsh.
Address of welcome, Hon. James Curley, Mayor of Boston.
Response on behalf of the Asso- tion, Mr. O. J. Moore, fifth vice- sident.
Address of welcome, Hon. Chan- g H. Cox, Speaker of the House Representatives, Massachusetts.
Response on behalf of the Asso- tion, Mr. W. C. McConaughey, t vice-president.
President's address.
Reports of officers.
Economy Conference Committee, George E. Lichty, chairman.
Address, John H. Schaefer, presi- t National Association of Retail cers.
Address, Mr. Ross W. Weir, sident National Coffee Roasters' sociation.
Address, Mr. L. V. B. Cameron, sident National Association of kers in Refined Sugar.

THURSDAY, JUNE 15, 1916.
9.30 A. M.
rbitration Committee, Mr. W. B. ms, chairman.
ederal Trade Commission Com- tee, Mr. O. B. McGlasson, chair- n.
ddress Hon. Edward N. Hur- vice-chairman Federal Trade mmission, Washington, D. C.
ure Food and Legislative Com- tee, Mr. Fred. R. Drake, chair- n.
ddress, Dr. Carl L. Alsberg, f, Bureau of Chemistry, Depart- t of Agriculture, Washington, C.
ddress, Dr. Louis A. Fischer, f, Division of Weights and Measures, Bureau of Standards, Washington, D. C.
Chamber of Commerce Committee, Mr. William Judson, chairman.
Address, Mr. John H. Fahey, honorary vice-president, Chamber of Commerce of the United States.
Contracts Committee, Mr. Samuel B. Steele, chairman.
Honest Advertising Committee, Mr. D. C. Shaw, chairman.
Address, Mr. Samuel Hopkinson Adams, editor Ad-Visor, "New York Tribune."
Canners' Conference Committee, Mr. George B. Wason, chairman.
Address, Mr. Richard Dickinson, president National Canners' Association.
Address, Mr. Frank A. Aplin, president National Canned Foods and Dried Fruit Brokers' Association.
American Specialty Manufacturers' Conference Committee, Mr. Fred R. Drake, chairman.
Address, Mr. Carl A. Lautz, president American Specialty Manufacturers' Association.
Address, Mr. Franklin H. Wentworth, secretary National Fire Prevention Association, on the subject, "The Significance of the Fire Waste."
Better Containers Committee, Mr. C. E. Hanscom, chairman.

FRIDAY, JUNE 16, 1916.
9.30 A. M.
Postal Service Committee, Mr. Warren Goddard, chairman.
Bankruptcy Law Committee, Mr. B. D. Crane, chairman.
Foreign Trade Relations Committee, Mr. Arthur P. Williams, chairman.
Address, Dr. E. E. Pratt, chief of Bureau of Foreign and Domestic Commerce, Washington, D. C.
Cost Research Committee, Mr. O. J. Moore, chairman.
Address, Dr. Melvin T. Copeland, director Bureau of Business Research, Harvard University.
Educational Committee, Mr. O. C. Mattern, chairman.
Address, Mr. Rollin A. Horr, "Value of an Educational Campaign."
Discount for Cash Committee, Mr. Robert J. Roulston, chairman.
Address, Mr. George E. Lichty, "Why Is It for the Manufacturer's Best Interest?"
Membership Committee, Mr. B. B. Cushman, chairman.
Uniform Tares Committee, Mr. George W. Ferguson, chairman.
Address, Mr. William F. Bode, "Beneficial Results of Uniform Tares."
By-Laws and Constitution Committee, Mr. D. H. Bethard, chairman.
Report of Nominating Committee.
Election of officers.
Election of directors.
Consideration of next annual meeting place.



An Example of Efficiency.

Nothing in the form of "package goods" is more safely insured against deterioration than Jell-O is.

Every grocer knows a great deal about Jell-O, of course: how good the desserts are that are made of Jell-O, how easily they are made and how popular they are. But it may not be generally known that Jell-O is put into the packages by little automatic machines which perform the whole operation, from making the waxed-paper bag and putting the

JELL-O

into it, to closing and sealing the carton containing it. And while it is inserting the filled bag in the carton it includes with it a beautiful little folder full of Jell-O recipes. The entire operation from start to finish is performed in two seconds.

There are eighteen of these wonderful machines in the Jell-O factory, and they have a capacity of more than one million packages of Jell-O every four days.

Talk about efficiency! Any package put up by any one of these machines may be thrown into water and left there for days without producing a trace of dampness in the contents, which are always clean and sweet.

THE GENESEE PURE FOOD CO., Le Roy, N. Y., and Bridgeport, Ont.

15 Years of Supremacy

in the can-making business is your assurance of quality and durability when you buy

Heekin Heavy Duty Steel Cans

Since 1901 we have manufactured all sorts of cans, pails and tin containers. That our products give satisfaction is best evidenced by the number of concerns who use them.

Illustrated here is our Heavy Duty Steel Can for coffee or crackers—made in two sizes:

For Cracker, 15½ in. x 27¾ in.
For Coffee, 15½ in. x 20¾ in.

Perfectly air-tight, moisture-proof and dust-proof. Will retain all the aroma and goodness of coffee, all the freshness of crackers. Plain lacquered or stenciled with any design.

Send for sample.

The Heekin Can Co.
New St. and Sixth Ave.
Cincinnati, Ohio

"Heekin Can Since 1901"

No. 365.—The Right to Charge an Advanced Price Without Previous Notice to the Customer.

In these days of rapid and unexpected advances in all commodities, the following case should strike a responsive chord:—

Columbus, Ohio.

For several years I have been dealing with a firm of Cleveland, Ohio, jobbers, buying the general line, among which is a line of staples, on which the price has not varied in a long time. For as long as I can remember the price has been the same, $1.75 per dozen, f. o. b. Cleveland. The last order which I placed was placed as usual with the salesman who calls on us regularly. He said nothing about any advance in price, but advised me to increase my order, as the market might advance. He said, however, that he did not expect it to advance in the near future.

The goods were duly received and also the bill. I did not have time to check the bill up for a few days, and found then that the price on the line of staples I refer to had been advanced nearly 25 per cent. without notice to me. I took the matter up with the firm, but they refused to adjust the matter, saying that all wholesalers had advanced the price. It was too late to send the goods back because I had used some of them. I wish to know if I am liable for the advanced price, as I was charged same without notice. E. R. K. & Co.

As I said before, this is vitally important just at this time, because all kinds of commodities are advancing, and the chance is that many more readers of this department may encounter this problem.

Whether a buyer who places an order relying upon a price previously quoted him, is responsible for a higher price, no notice of the advance having been given, depends on several factors.

First, what is the seller's method of doing business? Many manufacturers and jobbers print on all their business stationery and their order forms a line reading: "All prices subject to change without notice." Any seller who has put this wording on his stationery, if it is conspicuous, can raise his prices without notice to a buyer, and if the buyer places an order without inquiring, and afterward finds the price higher, he must pay it if he keeps the goods. He can of course return the goods but must do so promptly.

Even if the seller does not use the notice referred to, it may be a custom of the particular trade to advance prices without notice. If this is so, the buyer is bound by it and could not object to an advance without notice.

If the seller has not adopted the blanket notice, "all prices subject to change without notice," and there is no custom of the trade about it, then in my judgment, he could not advance the price without notice. Perhaps I should qualify that. If the buyer had been buying a certain thing regularly every week or every month, and the price had for a considerable period been stationary, then it would be the duty of the seller, before filling the current order, to get confirmation of it at the advanced price. If he shipped the order and it was taken in and used by the buyer before the bill was sent, the buyer, in my judgment, could refuse to pay more than he had paid before.

This same question was asked me some time ago by a retail merchant who had bought some goods and had found the price higher than he had paid the last time. Inquiry demonstrated that the order on which the price had been advanced was the first for over two months. The price two months before had been so much, and the buyer expected it to be the same as his last order, and did not inquire. It proved to be 33⅓ per cent. higher when the bill came in. The buyer had to have the goods quickly and he therefore used them, but objected to the charge. I advised him that his objection was not well founded. Where goods are bought *infrequently*, there is no connection between the transactions, and it is decidedly incumbent on the buyer to ask the price when he buys. He has no right to assume that it has not meanwhile changed. In such a case the buyer would have to pay whatever the price was.

There is still another factor which ought to be discussed, and it is present in the case cited by the Ohio correspondent, viz., the effect on the situation of a salesman's acceptance of the order without notice—perhaps without knowledge—of any advance. If the salesman has authority to actually accept orders on the spot—his previous conduct would decide this—then the former price governs if he accepts an order without changing the price, even though he didn't know of the advance, as seems to have been the case with the Ohio salesman.

But if the salesman had no authority to accept the order, but simply was to get it and forward it to his firm, they to pass on it, then what the salesman did or said has no bearing on the case.

(Copyright, May, 1916, by Elton J. Buckley.)

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Pennsylvania Organization Notes.

The Merchants' Association of Scranton held a rousing meeting on May 15th at the Board of Trade rooms. Mr. Smedley made an address on "Business Perplexities," which was well received. President Conrad made a splendid appeal for closer co-operation of the business interests of the town and for a larger and more energetic membership.

Mr. Smedley visited the Reading Grocers' Association on May 16th and a real "Booster Meeting" was held. T room was crowded and a number new members were received. Lun served and a splendid programme vocal and instrumental music follow the speaking.

* * *

The jobbers and their salesmen, Harrisburg, were the hosts of the r tail grocers of Dauphin County on M 17th at the Board of Trade Buildi Over 400 were present and it was real "Get Acquainted" meeting. Frank Smith made a speech of w come and introduced Mr. Schwartz the presiding officer. Addresses we made by Mr. Arjay Davies and A. Graves, president and secretary of Tri-State Wholesale Grocers' As tion, and William Smedley, of Phi phia. Quite a number of the ret also made brief addresses. Follo the speaking lunch was served and informal reception was held. It wa a late hour when the meeting adjourn Among those present were many m chants from nearby towns.

* * *

On May 18th Mr. Smedley addres the retail grocers of Lancaster and sisted them in forming an associati Temporary officers were selected an Committee on Organization appoint A further meeting will be held in t near future. One of the pleasant thi connected with this new association that the membership will include wh salers, their salesmen and the re grocers. It is to be an organization helpfulness and co-operation to ev grocery interest in the county.

* * *

During the past week Mr. Sm visited Plymouth, Wilkes-Barre Williamsport.

SO THEY AS
FOR
MAPLEIN
because there's nothi quite so good in "Mapley" flavor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Stree Philadelphia, Pa.
JOHN DEAN
801 Empire Building Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square Buffalo, N. Y.
CRESCENT MFG.
SEATTLE, WASH

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

Don't stock a nationally advertised brand unless you have a clear conviction that you can sell it. If it is nationally advertised that is reason No. 1 that you can sell it—provided you are not offering too many other nationally advertised brands in the same lines.

Bought with discrimination, nationally advertised merchandise is the best merchandise on earth.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Leonont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

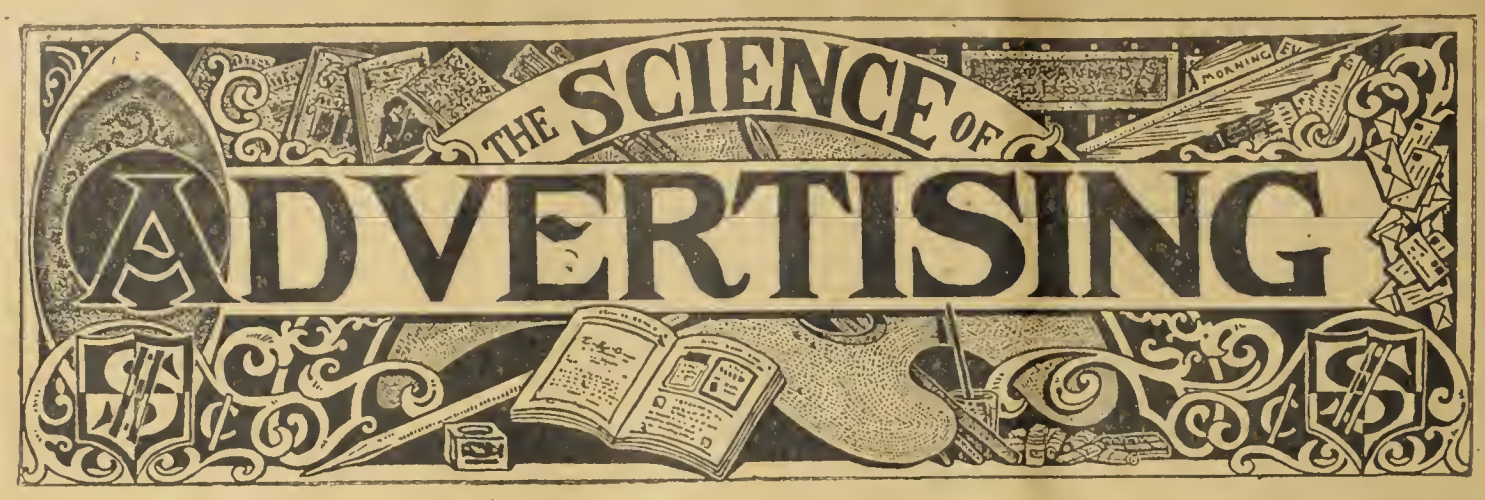
Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.



Altoona, Pa., April 25, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find copy of our price list recently passed.

Kindly give me any corrections or objections whereby I can improve same.

Thanking you until better paid.

Yours truly,
H. S. Grove.

Notice that it bears the union label. What's your idea of it?

With the above came a gray card 7 x 11 inches, printed on both sides in black. I think one side would have been enough. It seems to me the heading, nothing more than an adjective in like handing people too much at one time. Here is the side which I consider the better of the two, although the other side is almost the same

* * *

I consider this good, strong advertising, and it should get results. I should have put something about the quality in every paragraph which quoted bulk goods or goods without a brand. Even if it was of "Oil Sardines," say "Fancy Oil Sardines," or "High Grade Oil Sardines," or "Delicious Oil Sardines," or something suggestive like that. It is a little thing, but it helps. Instead of "Table Peaches," you could have said "Finest Delaware Table Peaches," or whatever they were. I would never advertise canned corn as simply "corn." Corn that nothing more can be said of than that it is simply "corn," looks like pretty poor stuff. I suppose at the price, 5 cents a can, this is simply ordinary Maryland corn. If that is so, I should at least have said: "Real Maryland Corn"—*something* besides "corn."

* * *

Mr. Grove seems to be getting his prices down pretty close to bottom. If he can sell goods as much below the regular prices as these quotations seem to indicate, he has splendid advertising possibilities. He ought to get results from the widest kind of advertising; local advertising, I mean. He ought to use his local newspapers, and the newspapers in the nearby small towns, featuring the telephone as an order medium all he can. Don't hand consumers too much to read at one time, however.

Note.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

Save 8 to 50 per cent on your Groceries

Think what these savings mean to you. You know these goods and you know their real worth. Read REGULAR PRICES and OUR PRICES to convince yourself.

ORDERS DELIVERED PROMPTLY. GOODS SENT C. O. D. If you can't come CALL 2320 on the BELL PHONE.

CANDLES REG. PRICE OUR PRICE 10c dozen 2 doz. 15c SAVES YOU 50%.	Gas Mantels Upright & Inv. REG. PRICE OUR PRICE 10c 3 for 25c SAVES YOU 20%.	Ex. Fcy TABLE SYRUP REG. PRICE OUR PRICE 15c 12c SAVES YOU 25%.
TABLE PEACHES, large cans REG. PRICE OUR PRICE 15c 12c SAVES YOU 25%.	AMMONIA REG. PRICE OUR PRICE 10c 2 for 15c SAVES YOU 50%.	STUFFED OLIVES REG. PRICE OUR PRICE 35c 27c SAVES YOU 29%.
JELLO, all flavors REG. PRICE OUR PRICE 10c pkg. 3 for 25c SAVES YOU 20%.	PAL'S TOILET SOAP REG. PRICE OUR PRICE 5c cake 3 cakes, 10c SAVES YOU 50%.	SNIDER'S TOMATO SOUP REG. PRICE OUR PRICE 10c 2 for 15c SAVES YOU 33 1-3%.
PEARL TAPIOCA REG. PRICE OUR PRICE 12½ pkg 10c SAVES YOU 25%.	HONOR MILK REG. PRICE OUR PRICE 5c 4 cans, 17c SAVES YOU 16%.	CHEAP BROOM MKT. PRICE OUR PRICE 30c 23c SAVES YOU 30%.
PAPER CLEANER It's Climax REG PRICE OUR PRICE 10c 4 cans 25c SAVES YOU 60%.	OIL SARDINES REG. PRICE OUR PRICE 5c 7 for 25c SAVES YOU 40%.	CORN, NO. 1 CANS MKT. PRICE OUR PRICE 7c 5c SAVES YOU 40%.
Hunt's Pineapple, No. 2 Cans REG. PRICE OUR PRICE 15c to 20c 2 cans 25c SAVES YOU AT LEAST 20%.	LARGE SOUR PICKLES REG. PRICE OUR PRICE 22c to 25c doz 18c SAVES YOU AT LEAST 22%.	NOT-A-SEED RAISINS MKT. PRICE OUR PRICE 15c 12c SAVES YOU 25%.
Ex. Fcy Canned Peaches REG. PRICE OUR PRICE 20c to 25c 16c SAVES YOU 25 to 30%.	O. CEDAR OIL, for Mops, Etc. REG. PRICE OUR PRICE 25c and 50c 22c and 44c SAVES YOU 14%.	BLACK PEPPER REG. PRICE OUR PRICE 5c pkg 3 pkgs 10c SAVES YOU 50%.
PURE CIDER VINEGAR REG PRICE OUR PRICE 25c to 28c gal 22c gal SAVES YOU ABOUT 15%.	ELBO or Long MACARONI REG. PRICE OUR PRICE 10c 3 for 25c SAVES YOU 20%.	Tangle Foot Fly Paper REG. PRICE OUR PRICE 2 sheets, 5c 6 sheets, 10c SAVES YOU 50%.
Fancy Seeded Raisins, 1 lb pk REG PRICE OUR PRICE 12½c 11c SAVES YOU AT LEAST 10%.	ZATEK ICING REG. PRICE OUR PRICE 15c pkg 12c pkg SAVES YOU 25%.	PEANUT BUTTER REG. PRICE OUR PRICE 30c Jar 25c SAVES YOU 20%.
Fcy SMOKED BLOATERS REG. PRICE OUR PRICE 5c Each 9 for 25c SAVES YOU 80%.	La France or Satina Tablets REG. PRICE OUR PRICE 5c 6 for 25c SAVES YOU 20%.	TOILET PAPER REG. PRICE OUR PRICE 5c 7 rolls, 25c SAVES YOU 40%.
ROLLED OATS REG. PRICE OUR PRICE 5c lb 7 lbs 29c SAVES YOU 20%	GOLD BAR PEACHES REG PRICE OUR PRICE 20c to 25c 17c SAVES YOU 20 to 45%.	SHINOLA SHOE POLISH REG. PRICE OUR PRICE 10c 4 cans 25c SAVES YOU 60%.
WASHING SODA Market Price Our Price 2 lbs 5c 3 lbs 5c SAVES YOU 50%.	HERRING ROE, No. 2 Cans REG. PRICE OUR PRICE 20c 16c SAVES YOU 25%.	RED CHERRIES REG PRICE OUR PRICE 10c 3 for 25c SAVES YOU 20%.
RIO COFFEE	MKT. PRICE OUR PRICE 18c lb 14½c	SAVES YOU 20%.

Looks Like Big Fruit Crop This Year.

Semi-Official Figures Predict Another Large Apple Production. Peach Outlook Bad. Small Fruits Promises Big.

Special Correspondence of "Modern Merchant and Grocery World."

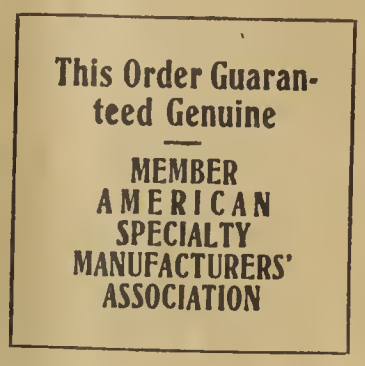
Washington, D. C., May 26, 1916.

The general condition of the fruit crop of the country is most favorable and of unusual prom according to a special committee the Chamber of Commerce of United States of which A. W. Do las, of St. Louis, is chairman. survey was completed early month (May 6th) and applies to kinds of fruit practically, with exception of peaches, which, it said, have suffered severe dam from frost and cold in many tions. The yield of strawberr blackberries and other small fru promises this year to exceed all ords, the committee reports. favorable condition is widesp wherever these fruits are gro and this practically takes in mos the United States. The apple c the most important of all fruit its commercial value, has the pr ise of a very large production, committee declares. This good dition is widespread, with of co exceptions here and there. outlook for citrus fruits is said t very cheering. Rain is needed Florida, according to these repo though the trees for the new c are blooming well, while in Cali nia, Arizona and Texas there is promise of a very heavy yi Likewise in California the apr crop, one of local importance, va in its promise of from one-hal three-quarters of a normal pro tion. The yield of peaches will questionably be much less than year, owing to very great dam wrought in the spring by severe and frost. Peaches, it is explai are not only extremely sensitiv cold, but are most previous in t spring awakening, and are co quently constant victims to the and late frosts and freezes.

The condition of peaches seem improve progressively from central West to the East, but whole is very good in Michiga Ohio, somewhat better in Pe vania, and most excellent in York, Delaware and Mary Peaches are a fruit whose most of all affects the volume o canning industry.

The condition of pears is tremely spotted throughout country, being like peaches poor in Kansas, Oklahoma an of Missouri, good in the E States, and very good in th tral West and on the Pacific C The outlook is also for a large crop of plums this year.

H



Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Don't Decide Till You Feel Sure

You will find the shrewdest and most important retailers in business confining themselves in signing specialty orders to those bearing one or the other of the above stamps.

If you ask them why, they will tell you that when they order goods they want them promptly, and that the best way to get jobbers to deliver them promptly is to see that a specialty stamp is on the order.

If you want to follow the thing up still further, before you make your own decision, ask any jobber whether he feels any more kindly toward a *stamped* specialty order than he does toward one unstamped. If he says yes—and he will—then why not join the Company that in specialty orders believes in Safety First?

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes. Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 120.

We have one dry cold C. V. Hill Refrigerator, measure 5 x 5 x 10, with butter and cheese compartments; good condition; cost $200, will sell for $100.

One silent Meat Chopper, 15 pounds capacity; good condition; cost $75, will sell for $15.

One Sausage Stuffer, 15 pounds capacity; good condition; cost $25, will sell for $8.

Have closed one of our stores and have no use for them.

JOS. LOSOWSKI & SONS,
Trenton, N. J.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 125.

I have fifty cases of a Crushed Corn more than I will need for my trade and wish to offer it for sale in the "Exchange Department." It is a Maryland crushed corn, Proclamation brand. Will sell for 60 cents a dozen. Will sell in any quantity.

T. J. M.,
927 Arch St., Philadelphia.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

One case Lux Washing Powder, wholesale cost, 8 cents each; retail, 10 cents; we will sell them for 5 cents.

Five cases Dunham's Cocoanut; cent size, 23 cents per pound; 10- size, 22 cents per pound; 20-cent 21 cents per pound; 40-cent size, pound each, 20 cents per pound. G clean stock.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, M

Offer No. 133.

I have an A No. 1 American Sli Machine, as good as new; all know merits of this machine, also the sel price; will offer it at the low price $85, or what will you give for it? counter use.

H. J. GUNDAKER,
615 E. Walnut St., Lancaster, P

Important Notice to those Adverti in the Exchange Department.

If the goods advertised do not m after four weeks, will the owner kin notify us, so that the offer may be continued? We desire to keep the partment as clean and fresh as possi and if goods don't move in four we they will probably not move at all.

Men With Sales Ability

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. Sixty-three per cent. of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

Clipper Lawn Mowe

The Mowe that will kill all th weeds in your law If you keep all th weeds cut so the do not go to see and cut your gra without breakin the small feeders roots. the grass be comes thick a Weeds disappear

The Clippe Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.5
No. 2.	15-inch	5.0
No. 3.	18-inch	5.5
No. 4.	21-inch	6.0
Pony Mower, 24-inch		13.5

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

swers to Want Advertisements inserted in this department may be addressed to the "Modern nt and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

TED.—Grocers' tea and coffee nan to handle my line of store es on commission. H. F. Heacock, Second St., Philadelphia, Pa. 12tf

TED.—Experienced groceryman e charge of sales department of shed chain of retail grocery stores. experience and references. Ad- X Y Z, care Grocery World Pub- n Co., 927 Arch St., Philadelphia. 25

R SALE OR RENT

FOR RENT.

SALE OR RENT.—One of the p-to-date meat, grocery and sau- factory businesses in Pennsyl- laid out for headquarters for stores; owner is interested in usiness. Address O. W. N., care y World Publication Co., 927 t., Philadelphia. 7

STORES.

SALE.—At Vineland, N. J., meat ocery store doing good business; hed over twenty-three years; $3,000 required, or stock can be l some. Address W. E. Jenkins, d, N. J. 24

SALE.—First-class dry goods ocery store; location of the very best; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

FOR SALE.—Johnson dried beef slicer, in good working order; cost $38, will take $10 cash. Address Geo. G. Newcomer, Latrobe, Pa. 22

MISCELLANEOUS.

FOR SALE.—We have 55 one-gallon cans of Fly-Shy, put up by the Standard Chemical Mfg. Co., Omaha, Neb. Also 36 one-quart cans on hand which we wish to dispose of. The gallon cans retail at $1. We will sell the gallon cans at 50 cents each and the quart cans at 15 cents each, f. o. b. Lock Haven. Address McCloskey Bros., Lock Haven, Pa. 26

FOR SALE.—One International Harvester Co. truck, 1,500 pounds capacity, for sale or exchange, f. o. b. Cartersville, Ga.; will take merchandise or fixtures in exchange and will accept first reasonable offer, as I have quit the special trip for which we bought this truck. Address L. Hannon, Atco. Bartow County, Ga. 26

BUSINESS OPPORTUNITIES.

FOR SALE.—An old-established general merchandise business, in good mill town of over 5,000, glass houses, by-product coke plant, sand and block quarries; did $37,000 last year; stock and fixtures at invoice; reasonable discount. Will sell brick business block located on trolley line and near three railroads, Western Maryland locating shops and yards near the town. Address Geo. H. Swearingen, Dunbar, Pa. 24

FOR SALE OR RENT.—Corner grocery store and dwelling, in a desirable location in Bethlehem, Pa. Address E. G. Koegel, Lehighton, Pa. 24

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, MAY 29, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Package Coffee
Butter
Canned Meats, Libby's
Mackerel
Pickles
Dressed Meats

DECLINES.

Flour
Barley
Rolled Oats
Fresh Fish

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls.	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.23
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Teiley's, 1, ½ and ¼-lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C., Formosa Oolong or Mixed	.50	.51	.52
Oranga Pekoe	.55	.56	.57
Red Label, I and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60

Red Label, I. and C., 10c. 2½-oz. tins, doz. .90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz tins, per doz. .90
Sunflower, I and C., Formosa Oolong or Mixed, 3-lb. tins, per tin 1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin 2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400 ..... per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300 ... per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails ..... per doz.	.75
Mica, ¼ gross ..... per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1.25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2.40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7.20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ¼ doz ..... per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.19¾
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16
Santos, extra fancy	.16½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins ... per box	4.15
Tomson-Hummels, tin, ¼ gross ..... per gross	2.60
" Imp., ¼ gross .... "	2.15
Floto's, Improved, ½ gross ..... "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs ... per box	2 25

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Lauudry, large, ½ gross bbl ... per bbl.	2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—
Creamery specials
" extra, 60-lb. tubs
" first, " ....
" second, " ....
" third, " ....
" dairy, extra, bakers' use, 30-60 lbs. .28
" 5 and 10-lb. rolls, 60 and 100-lb. boxes ... .34

Print Butter—
Prize
Gurnse, lbs. and ¼ lbs.
Awltru
Honebe
Star or S. D., 1 lb., 20-50 lb. bozes
B. B., E. D., 20-50 lb. boxes
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes
Sheaf ("400"), Elgin, 20-50 lb. boxes
Sheaf
White Rock

CANDLES.

P. & G., 8s, 30 lbs
" 16s, 30 lbs
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases
Searchlight, hotel, 16s, 30 lbs
Peerless, hotel, 16s, 30 lbs.
Bright Light, 16s, 30 sets to box ..... per box

JARS AND JAR RUBBERS.

Mason's—
Half gallons
Quarts
Pints
Jar Rubbers—
Double lip, wide, 1 doz. cartons
Single lip, wide, 1 doz. cartons
Acme, wide, 1 doz cartons, 5 gross boxes
" medium, 1 doz. cartons, 5 gross boxes
Lightning, pure rubber, bulk
Reliable, white rubber, wide
" " medium
Black rubber, medium
25-lb. lots 1 cent per lb. less.
Jar Tops—
½-gross boxes, no rubbers
Jelly glasses, fluted, bbls. 24 doz. ..... per doz

CATSUP.

Snider's—
16 oz., 2 doz
8 oz., 2 doz
Ritter's—
Tomato, ½ pint, 2 doz
Tabasco, ½ pint, 2 doz.
Beech-Nut—
Pints
½ pints

KETCHUP.

Curtice's "Blue Label," Tomato—
Small, 25 bottles
Medium, 25 bottles
Large, 12 bottles

—5—

CANNED GOODS.

l Beans—	
ter's	.95
& M., No. 2	.95
npbell's, 16 oz., tomato sauce or Boston	
yle per case	1.90
der's, No. 2	1.40
Camp's, No. 2	1.40
ikshank's, No. 2	1.35
nz's, No 2	1.40
's Head, No. 3	1.25
ory, No. 1	.50
toes—	
dard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Beans—	
dard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
y, small, No. 2	1.65
Beans—	
dard, New York, No. 2	1.10
a fancy, New York, No. 2	2.00
y, New York, No. 2	1.50
dard, Maryland, No. 2	.60
idney Beans—	
dard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	.95
dard, New York, No. 2	.90
y, New York, No. 2	1.00
dard, Maryland, No. 2	.75
" Maine, No. 2	1.25
y, Maine, No. 2	1.25
Peg, No. 2	.85
e grain, No. 2	.75
dard, New York, No. 2	1.15
l, New York, No. 2	1.50
sifted, New York, No. 2	2.00
dard, Southern, No. 2	.75
, Southern, No. 2	1.00
sifted, Southern, No. 2	1.40
dard, Indiana, No. 2	.75
, Indiana, No. 2	1.00
sifted, Indiana, No. 2	1.40
dard, Wisconsin, No. 2	1.10
, Wisconsin, No. 2	1.40
sifted, Wisconsin, No. 2	2.00
ard, New York, No. 2	.....
" No. 3	1.25
New Jersey, No. 2	.....
" No. 3	1.10
sh—	
ard, New York, No. 2	1.00
, New York, No. 2	1.25
ard, Maryland, No. 2	.90
, Michigan, No. 2	1.20
us—	
No. 2½	2.00
m, No. 2½	2.20
No. 2½	2.50
No. 1	2.25
ns—	
ard, New York, No. 3	1.00
New Jersey, No. 3	.85
—	
ard, Maryland, No. 3	1.00
put—	
rd, New York, No. 3	.80
Maryland, No. 3	.75

California Canned Fruit.

—	
No. 3	2.75
No. 2½	2.10
Standard, No. 2½	1.75
rd, No. 2½	1.50
Pears—	
No. 3	.....
No. 2½	2.50
Standard, No. 2½	2.30
rd, No. 2½	2.15
erries—	
No. 3	.....
No. 2½	2.90
Standard, No. 2½	2.50
rd, No. 2½	2.25
Lemon Cling, Sliced—	
No. 3	2.95
No. 2½	2.00
Standard, No. 2½	1.75
rd, No. 2½	1.50
Lemon Cling—	
No. 3	2.95
No. 2½	2.00
tandard, No. 2½	1.75
rd, No. 2½	1.45
Yellow Crawford—	
No. 3	2.80
No. 2½	2.00
tandard, No. 2½	1.70
rd, No. 2½	1.40

Eastern Canned Fruits.

rk State, No. 3	.90
" No. 10	2.75
es—	
, No. 2	1.35
, No. 2	.....
ax, light syrup, No. 2	1.35
heavy syrup, No. 2	1.50
o. 3	1.35
No. 3	1.15
3	.85
Extra Standard, No. 2½	2.00
yrup, No. 3	1.15
ater, No. 3	.90
yrup, No. 2½	1.25
rup, No. 2½	1.00
—	
water, No. 2	1.40
s—	
served, No. 2	1.80
d, No. 2	1.60
No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.60
Alaska, red, tall	1.75
" medium red, tall	1.40
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.05

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	.....
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ¼s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ⅛s	2.90
No. 2, ⅛s, 100	2.50
⅛s, key, 100	2.75
Irma, ⅛s, 100	4.00
Pickert's, Rival brand, carton, ⅛s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ½s, key, 48	3.15
Irma, fancy, ½s, 50	3.80
Gold Label, ½s, 50	4.50
" ½s, 100	7.00
Underwood's, ½s, 50	4.50
Pickert's, Crown brand, ½s, 48	4.00
" Columbias, ½s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ¼ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.50
" No. 2, key, 1 doz	4.75

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.75
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.65

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	12.25

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.47½
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" cisar	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, 1s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33⅓
Premium Chocolate, ⅛s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.30
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅕-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Dscorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box ..... per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box	1.60
Milk Cbocolate, 25 5c. pkgs. in box, per box	.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Medallion Drinkiug Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case	.30

Bensdorp's Royal Dutch Cocoa—	Per can.	Per
12 lbs. in box.		
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	Per
6-lb. boxes, 24 boxes in case.	
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes ln case	.56

Bensdorp's Cookiug Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	Per tin
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per lb.
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 ln a bundle

Golden Rod S. O. S.		Republic(White) S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1.18

Toilet—	Per case
Extra quallty, 100 rolls	6.75
Good " 200 "	5.75

Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Slies	Original Bundles Contain	Panther Ex. Heavy Yellow	Woll Heavy Drab
¼ lb.	15M	.48	.36
½ "	10M	.57	.44
1 "	8M	.77	.5
2 "	6M	1 01	.76
3 "	5M	1.21	.91
4 "	4M	1.5	1 12
5 "	3M	1.74	1.30
6 "	3M	2.12	1.60
8 "	2M	2.4	1.85
10 "	2M	2.	2.31
12 "	2M	3.	2.46
14 "	1M	4.15	3.11
16 "	1M	4.44	3.33
20 "	1M	4 7	3.73
2[illegible] "	1M	50	4.12

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.4
24½ lbs., ¼ bbl	.8
49 lbs., ½ bbl	1.6

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½

—10—

Silk Fibre, No. 1—	
9 in. rolls	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½

Paper Towels—	
25 rolls, 150 towels each, with holder and basket per case	
25 roll lots "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tln pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Grabam Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

—11—

Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	
" " loaf, less	
Sap Sago, 3 to lb cask, per lb.	
" " less than cask, "	
Roquefort 12 ln case, "	
" less than case, "	
Parmesan, about 30 lbs loaf, "	
" less than loaf, "	
Edam, 12 in case case	
" single	
" in tln per lb.	
" 1-lb. tins per case	
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	
" " medium, "	
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	
Edelweis, Romatour and Bier-Kase per doz.	
American Swiss, No. 1 loaf	
" " less than loaf	
" square loaves, No. 1, about 25 lbs. each per lb.	.29
Limburger, No. 1 box and ½ box	.20
" " less than ½ box	.22
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 1 "	.22
English Dairy "	.24
Pineapple, picnic size, 6 ln box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 ln box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 ln box	.95
Hand, 8 doz	
" 4 doz	
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked welgbt per lb.	
Weiner Wurstel, 16 in tin per doz.	
" 8 ln tin "	
Imported Cervelat Sausage, Rolff's per lb.	
Imported Frankfurters per doz.	
Goose Breast, imported, marked welght, per lb.	
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	
" (Diamond S.)	.26	
" (G. A. P.)		
Landjager, short per lb.		.35
" long "		
Mortadella, dry "		
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.20
Smoked Braunschwelger Liver Sausage "		.18
Lacbs Ham "		.39
Petit Delicatess Frankfurters, plain per doz.		1.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Balogna per lb.		.18
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage (special), truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		
" Pfefferwurst "		

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	
" 5-lb. pails per pail	.75
" 10-lb. pails "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ½ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

—12—

Marinirte Herring, imported, about 40 ln pail	
Roll Herring, imported, about 25 in pail	
Spiced Herring, imported, about 40 in pail	
Norway Stockfish, dry per lb.	
Matjes Herring piece	

Bismarck Herring.

Round tins, with key, pint per doz.	2
" " quart per tin	
" " 2 quarts	
" " 4 quarts	1
Roll Mops, 4-quart tln	1
" 2-quart tin	
" quart tin	
Kruger's Roll and Brat Haring, oval tins, doz.	

Russian Sardines.

Imported, Wallkoff brand per keg	
" 5-lb. pails per pail	
" 10-lb. pails "	
Cut Spiced, 10-lb. pails "	
" 5-gal. keg per keg	
Russian, in glass jars per doz.	

Norway Anchovies.

Fancy, keg	
" ½ keg	
" ¼ keg	
" ⅛ keg per doz.	
Original package per ½ bbl.	
Repacked, 5-lb. pails per pail	
" 10-lb. pails "	
" 5-gal. kegs per keg	
" ¼-lb. flat tins per doz.	
" ½-lb. tall tins "	
" 1-lb. tall tins "	2

Salt Sardellen.

Original packages, 1902 per anker	
Repacked, kegs, about 8 lbs per keg	3
" pint jars per doz.	5
" large tumblers "	
" small tumblers "	2

Russian Caviar.

1-lb. tins per doz.	
½-lb. tins "	
¼-lb. tins "	
⅛-lb. tins "	

German Dill Pickles—Regular S

60-gal. casks, about 2000 per cask	
50-gal. bbls., about 1200 per bbl.	12
15-gal. kegs, about 500 per 100	
10-gal. kegs, about 300 "	
5-gal. kegs, about 150 "	
10-lb. palls, about 50 per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask	

Domestic Sourkrout—Long Cut

60-gal. casks per cask	
48-gal. bbls per bbl.	5
10-gal. kegs per keg	
5-gal. kegs "	1
10-lb. pails per pail	

Imported Lebkuchen.

Dampfnusse (Pfeffernusse) per lb.	
Spitzkugein "	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle	
Basler Lebkuchen, No. 1, 6 in pkg., "	
" No. 2, 6 in pkg., "	
" No. 3, 6 ln pkg., "	
Amandines, 9-lb. tins per tin	
" small tins "	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg	1
" " 10-gal. keg	4

Sundries.

German Egg Potatoes, bags 110 lbs per bag	
Green Kern per lb.	
Potato Flour "	
German Dried Pears "	
Dried Mushrooms "	
Junlper Berries "	
St. John's Bread "	
Bay Leaves "	

COTTOLENE.

Cases, small, medium or large cans	
Tierces, about 350 lbs	
½ bbls., about 180 lbs	
Tubs, about 65 lbs	

CHEESE.

New York, full cream, fancy, old, 40 lbs	
" " choice, new, 35 lbs	
Picnics, full cream, fancy, new, 20 lbs	
Swiss, domestic, about 30-lb. blocks	
" about 70-lb. loaves	
McLaren's, medium, 2 doz per doz.	
" Club, 2 doz "	1
Red Edam each	
Philo Cream, 1 doz. 10c. size per doz	1
Elkborn Pimento, 1 doz "	1 4

EGGS.

	Per
Nearby, candled and selected, 30 doz	
Western, selected	
Milken Farm	
Awltiu, packed in cartons	

—13—

FANCY GROCERIES.

nd Staple Paste, 5-lb. cans.....per lb.	.33
ovies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle..... "	3.25
s, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
n Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case..... "	.....
es in Maraschino, glass, 1 doz.. "	7.00
Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" 2 doz. 3-lb.. "	2.20
Powder, pints ..... "	3.70
" 4 oz ..... "	2.65
" 2 oz ..... "	1.65
Peas, extra fine .....per case	21.00
nn's Irish Oatmeal—	
cans .....per doz.	3.35
cans.....per tin	.70
cans ..... "	1.65
y & Palmer's Biscuit, packed 7 and 5 in a can—	Per lb.
Beurre.....	.30
ier.....	.35
kfast.....	.35
epper, ring, pints .....per doz.	1.25
" ½ pints..... "	.60
one jars, 4 doz.....	1.75
ore Marquett Mushrooms—	Per case
choice.....	41.00
ce, 100 tins.....	39.00
l, 100 tins.....	36.00
s—	Per tin
.....	.20
.....	.35
.....	.60
.....	1.25
s, pickled, small size.....	1.20
Dunbar's, 2 doz.....per doz.	2.75
Cordial, Bishop's, 1 doz..... "	6.50
ized Ginger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
uice, Rose's..... "	5.00
Rose Water..... "	2.25
Peach Water..... "	2.25
Olives..... "	5.25
anco-American Food Co.—	Per doz.
s for invalids, all kinds, ½ pints, 4 doz.	1.40

LLON CUBES AND LIQUIDS.

Bouillon Cubes—	
a, 100 cubes.....	1.70
50 cubes.....	.90
oz. tins, 12 cubes each	2.75
Clam Bouillon—	
bottles, 1 doz.....	2.00
bottles, 1 doz.....	3.75
Tomato Bouillon—	Per doz.
ottles.....	6.00
bottles	9.00
jugs.....each	2.75
Oxo Cubes—	Per doz.
10c. size.....	.85
25c. size.....	2.00
100 cubes.. .....per 100	1.65
s Beef, Clam and Chicken Cubes—	
boxes, 12 cubes, 1 doz.....	2.50
m boxes, 50 cubes .....per tin	.90
boxes, 100 cubes..... "	1.70
s Concentrated Bouillon—	
ize 2, 1 doz.....	3.50
4, 1 doz.....	6.75
8, 1 doz.....	13.00
16, ½ doz.....	25.00
s Tomato Bouillon—	
, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

Solid Extract of Beef—	Per doz.
ze 2, 1 doz.....	4.45
4, 1 doz.....	8.20
8, 1 doz.....	15.90
16, ½ doz.....	29.75
Fluid Beef Extract—	
size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
.....	6.80
as	7.20
al	6.85
e	6.75
.....	7.00
s Best.....	6.80
em.....	5.65
te West.....	5.85
.....	5.75
.....	6.35
ite	5.70
Best.....	6.90
perial.....	6.35
	6.55

Prepared Flours.

Prepared Doughnut, Cake, Ginger- and Tea Biscuit Flour—	Per case
-oz.....	1.44
-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Buckwheat, medium, 12s.....	1.48
Flap Jack Flour, 18s.....	1.45
y Buckwheat, 36 2s.....	2.60
Pancake, 36 2s.....	2.60
pkgs.....	1.55
na Buckwheat, 36s.....	2.60
Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

Beans—	Per bushel
California Lima, fancy, bags.....per lb.	.05⅝
New York State Marrows, new, bags about 2½ bushel.....	4.90
Michigan Pea, new, bags about 2½ bushel...	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic. 1 bushel bags.....	3.25
Lentils—	Per lb.
000000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.75
No. 3, 100-lb. bags.....	2.75
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.75
" 90 lbs .....per keg	3.00
" 90 lbs.....per sack	2.75
Tapioca—	Per lb.
Dromedary, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.55
" " no china, 20s.....	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.70
Pettijohn's Breakfast Food, 18s.....	2.15
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s.....	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	1.90
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s.....	2.25
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.15
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellyeon, assorted flavors, 2 doz.....	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	.95
Per gross.....	11.25
5 gross lots.....per gross	11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross.....	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross.....	13.80
5 gross lots.....per gross	13.50
Mother's, small, 1 doz.....	.45
" large, 1 doz.....	.85
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,	Contains 3 dozen.....	$2.70
Lemon (Straight)	Contains 3 dozen.....	$2.70
Orange (Straight)	Contains 3 dozen.....	$2.70
Raspberry (Straight)	Contains 3 dozen.....	$2.70
Strawberry (Straight)	Contains 3 dozen.....	$2.70
Cherry (Straight)	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	$2.70
Peach (Straight)	Contains 3 dozen.....	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen.....	$2.70
Chocolate (Straight)	Contains 3 dozen.....	2.70
Vanilla (Straight)	Contains 3 dozen.....	2.70
Strawberry (Straight)	Contains 3 dozen.....	2.70
Lemon (Straight)	Contains 3 dozen.....	2.70
Unflavored (Straight)	Contains 3 dozen.....	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Vankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.12½
Short, 25 1s.....	.12½
Condes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s.....	.12½
Alphabet, 25 1s.....	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾

—16—

Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No, 1...	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No. 2...	220-250	33.00	17.10	8.75	1.90
Ex. Norway, No. 3...	320-360	.....	.....	.....	.....
Ex. Norway, No. 4...	400-450	.....	.....	.....	.....
Ex. Norway, No. 5...	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1....	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1...	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2....	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2...	300-350	.....	.....	.....	.....
Med. Irish, No. 2 ...	350-400	.....	.....	.....	.....
Spring Irish.....	325-375	23.00	12 10	6.25	1.40
Large Cape Shore...	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore....	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	.....	.....	.....	.....	.....
Salmon, large, red.....	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

Beardsley—	Per doz.
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes.....per lb.	.10

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.09½
Gilt Edge, 40 lbs.....	.07
Favorite, Middles, 60 lbs.....	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs.....	10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.08½
" medium.....	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	1.25

FRESH FISH.

	Per lb.
Halibut.....	-.13
Bass Native	-.15
Salmon, fresh.....	-.15
Eastern Cod	-.08
Croakers	-.04
Large Hake	-.06
Haddock	-.08
White Cat Fish.....	-.13
Red Cat Fish.....	-.12
Spanish Mackerel.....	-.12
Snappers	-.10
Eels	-.10
Rock Fish.....	.12 -.14
Lobsters.....	-.25
Flounders	-.06
Large White Perch	-.12
Sea Bass	-.04
Blue Fish.....	-.12
Porgies.....	- 05
Fresh Mackerel.....each	-.30
King Fish	-.10
Weak Fish	.04 -.06
Butter Fish.....	-.05
Tile	-.06
Shad, Roe.....each	1.10
" Buck ..... "	-.65

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls.....	4.50	- 5.25
Blue Points.....		6.00
Rockaway.....bbls.		5.50
" .....boxes		5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	.08¾
" 25 lbs	.09
" 50 pkgs	.09¼
Apricots—	
Knighthood, 10-lb. boxes	.15
Dos Palmos, choice, 25 lbs.	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Jumbo, Yellow, 25 lbs	.08
Fancy Muirs, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs. peeled	.13¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Fancy Red, 25 lbs	.14¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.12½
Valca, 24 1s	.12¾
Gold Medal, 25 lbs., loose	.10
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.11
Unpitted, 30 10c. pkgs	.07½
Fard, 60 lbs., bulk	.07⅜
Hallowee, 70 lbs	.06⅜
Figs—	
Coronet, round boxes	.07½
Poppy brand, California, 12 pkgs. per box	.85

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40-50	.09¼
50-60	.08½
60-70	.08
California, 25-lb. boxes—	
40- 50	.09¾
50- 60	.08¾
60- 70	.08½

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.11
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
48 ¼ lb. pkgs	3.25
24 ½-lb pkgs	3.00
12 1 lb pkgs	2.75
48 ½-lb pkgs	1.80
24 ¼ lb pkgs	1.75
12 ½-lb. pkgs	1.65
Dunham's—	Per lb.
¼-lb. pkgs., 15 lbs	.26½
⅛ and ¼-lb pkgs, 15 lbs	.27½
Baker's Premium—	Per case
120 5c. pkgs	4.40
60 5c pkgs	2.20
30 10c pkgs	2.10

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.82½
Milleman's, No 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.67½
Sherbert glass, 2 doz	.45

—18—

INK.

Arnold's, black, 32	per bottle .50
Continental, red, 1 doz	.30
" black, 3 doz	per box .67½
" Writing Fluid	per qt. .50
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid	per qt. 1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz.	.50
" Magie Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz.	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes			5 doz. 3.00
Cold Blast			5 doz. 3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.55	.65	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere satety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20, 40 and 68 lbs	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20, 40 and 68 lbs	.09½
Condensed, cartons 3 doz. to case	2.85
" " 6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2.40
3-lb. pails, 1 doz	4.25
Veribest, Moist—	Per case
Quart jars, 1 doz	5.80
" ½ doz	3.00
	Per lb
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18 lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompelan Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans	per case 7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¼-oz cans	5.00
1 doz ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz
McLaren's—	
Small, 2 doz	.75
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼ oz jars, 1 doz	2.35
" 12-oz jar, 1 doz	1.90
" 6¾ oz jars, 2 doz	1.35
" 4¼ oz jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	
Almonds, Ne Plus Ultra, bags, about 75 lbs	
Walnuts, No. 1, soft shell, bags, about 110 lbs.	
Filberts, bales, about 220 lbs	
Brazils, large, bags, about 180 lbs	
Pecans, large, bags, about 160 lbs	
" medium	
Mixed Table Nuts, 25 lbs	
Peanuts, Green—	
Jumbo	
Fancy, hand picked	
Virginia, choice	
Peanuts, Roasted—	Per
Jumbo	
Fancy, hand picked	
Virginia, choice	
Big Nickel	100 cartons

PICKLES.

Sweet—	
16-gal. keg, 2100s	
10-gal. keg, 1300s	
5-gal. pail, 650s	
16-gal. keg, 3600s	
10-gal. keg, 2200s	
5-gal. pail, 1100s	
16-gal. keg, 5000s	
10-gal. keg, 3000s	
5-gal. pail, 1500s	
16-gal. keg, 7500s	
10-gal. keg, 4500s	
5-gal. pail, 2250s	
Sweet Mixed—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sour and Dill—	
45-gal. bbl., 1800s	
32-gal. bbl., 1200s	
16-gal. keg, 600s	
45-gal. bbl., 2400s	
32-gal. bbl., 1600s	
16-gal. keg, 800s	
5-gal. pail, 250s	
45-gal. bbl., 3600s	
32-gal. bbl., 2400s	
16-gal. keg, 1200s	
5-gal. pail, 350s	
Chow-Chow—	
16-gal. keg	
10-gal. keg	
5-gal. pail	
Sweet Pickle Relish—	
16-gal. keg	
10-gal. keg	
5-gal. pail	

VINEGAR.

Pure Cider, 45 grain	
" 40 grain	
Distilled, 45 grain	
" 40 grain	
Fermented, 45 grain	
" 40 grain	
Cruikshank, distilled, white	per gal.

PROVISIONS.

Premium Brand Hams, 8-10 lbs	
" " 10-12 lbs	
" " 14-16 lbs	
" Skinned Hams	
" Cooked Hams	
" Bacon	
" Dried Beef, insides	
" Beef, knuckles	
Empire Brand Hams, 10-12 lbs	
" Skinned Hams, 18-20 lbs	
" Picnic Shoulders	
Hams, skinback, 18-20 lbs	
" 14-16 lbs	
" 8-12 lbs	
Picnics, 6-8 lbs	
Dried Beef, sets, city smoked	
" tenders and knucks	
" air dried, sets	
" " tenders and knucks	
Brisket Pork	
Jersey Pork, butt	per
" family	"
Breakfast Bacon, rib in	
" boneless	
S. P. Bellies, 14 lbs. average	
Bologna, 25-lb. boxes	
Boiled Boneless Ham	
Beef Tongues, smoked, 5-6 lbs	per
Cooked Compressed Ham, 25-lb. boxes	
Covered Hams ¼ ct. extra. Covered S	
Picnics and Bacon, ½ ct. extra.	
Vogt's Baked Meatkake, 2 doz. 3½-oz. can	

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	
2 doz 26-oz. cans	
3 doz. 12-oz. cans	

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered.	
Jewel, compound	
Cotosuet	

—21—

'ure Lard—
, 50 lbs. net weight ..... per lb. .14¾
s, net ..... " .14½
10 tins ..... 6 in crate 9.00
5 tins ..... 12 in crate 9.07
3 tins ..... 20 in crate 9.15
und— Per lb.
ces and tubs, about 340 lbs ..... .12½
tubs ..... .12⅝
tin pails, 60 lbs ..... .09⅝
" 60 lbs ..... .09¾
" 60 lbs ..... .09⅞

DRESSED MEATS.

ressed Stock—	Per lb.	
s	.11	-.15
ers	.10½	-.14
	.08	-.12
Calves	.13	-.15
Calves	....	-.17
ierns and Barnyards	.10	-.12
try Dressed	.12	-.14
s	....	-.16
	.15	-.16
Wethers	....	-.17
s	.17	-.19
Lambs	....	-.21
	....	-.14¼

BUTCHERS' SUNDRIES.

eer Tongues	each	....	-.80
ngues		....	-.60
ads, scalded		.50	-.75
eads, veal	per pair	.75	-.80
beef	per lb.	.25	-.30
ers	"	.25	-.30
dneys	per doz.		1.25
ers			.10
	per doz.		1.20
beef	per lb.		.05
ef			16.00
on, beef, western			.22
ork, loins, city			.13
" western			.13

DRESSED POULTRY.

—	Per lb.	
n, young hens, 8 to 10 lbs	.32	-.35
young toms, 15 to 18 lbs	.34	-.36
ns and toms	.28	-.30
on to good	.20	-.25
lphia, fresh killed, 3 lbs. and to pair, fancy	45	-.55
lphia, fresh killed, 3½ to 4 lbs r	.45	-.55
lphia, fresh killed, 3 to 3½ lbs. ir, fancy	.45	-.55
, fancy, heavy	.22	-.23
Roasters, 4 to 5 lbs	.26	-.28
good	.22	-.24
ks	.16	-.17
	Per doz.	
arge, fancy	5.50	-6.50
	4.00	-5.00
	2.00	-3.00

LIVE POULTRY.

ickens, nearby, 1½ to 2 lbs	.36	-.40
ingers	.25	-.30
	.21	-.22
	.14	-.16
ung	.18	-.20
	.14	-.15

SERVES, JELLIES, JAMS AND MARMALADES.

	Per doz.	
pure		.95
, apple flavor, 30 lbs. full weight, per pail,		1.00
l's, 8-oz. tumblers		.80
16 oz., 2 doz		.87½
3-lh. tins, net weight		1.95
	Per lh.	
's pure, 12-oz. jars, 2 doz...per doz.		1.45
30-lb. pails		.09½
k, 30-lb. pails		.06½
3-lb. toy pails ..... per doz.		3.00
's, pure, 10-oz. jars, 2 doz		1.40
k, assorted, jars, 2 doz		.90
rmalade—		
imported, 4 doz		2.10
's, pure, 2 doz		1 50
s—	Per doz.	
uthwark, 30 lbs ..... per pail		1.15
" full 5-lb. slip cover tins, ½ doz ..... per case		1.55
himmel's, 30-lb. pails ..... per lb.		.06¾
" 3-lb. slip cover tins. 1 doz ..... per doz.		2.60
" 2½-lb. stone jars, cloth top, ½ doz...per doz.		2.90
" 40-oz. stone crock, glass top, ½ doz...per doz		3.07½
other Cook's, No. 14, 2 doz....doz.		.85
lb. pails ..... per lb.		.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	.....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80

Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quinine	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons ..... each	5.00
" gallons ..... each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases ..... per gross	10.80
Nos. 2 and 4, assorted cases ..... "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Klrk's Liquld Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lh. bbls.	2.50
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.45
" 140-lh. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz. ..... per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.10

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s ..... per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
"	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co....	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.15
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

—26—

Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60

Swift & Co.—

Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00

Fels' Soap Powder, 60 pkgs.—Per box

Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
McCormick & Co., Ground—		
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00

X-Ray Stove Polish— Per gross

Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	

Vulcanol— Per gross

5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅜
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.00

Matting Tacks—	Per doz.
No. 11, hlued	.12
No. 12, "	17

Fly Paper—

Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½

Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40

Karo—

Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60

Duff's—

No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62

Perfection—

No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37

Stromeyer's—

Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.
" medium, 2 doz	1.
Golden Tree, large, 1 doz	2.
" medium, 2 doz	1

WOOD AND WILLOW WARE

Brooms.

No.	Per
6, R. P., fancy	3.
7, "	3.
6, Household	3.
7, "	3.
6, Monogram	3.
7, "	3.
Daisy	3.

Washboards.

Single Zinc—	Per
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per
Painted, 2 hoops, flat	1
" 3 hoops, flat	1
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	2

Butter Dishes.

Wire ends, 1 lb, per 1000	1
" 2 lb. "	1

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	Per
Polish Mop, large size	15
" smaller size	9
Triangle Mop, large size	15
" small size	9
Dusting Mop, black, large size	15
" " small size	9

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per
1, Extra fancy large grass	1
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	Per
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	Per
No 0, All Mexican fibre	
No. 1, Prepared fibre	1
No. 7, All pure bristles and full	1
No. 16, All pure bristles, socket dauber, solid back	2

Wall Brushes.

	Per
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	P
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs
Newsboy
Old Honesty
Piper Heidsick
Spear Head
Standard Navy
Toddy
Vinco
Town Talk

SMOKING TOBACCO.

Duke's Mixture
Greenback
Honest
Miners' Extra, 10c. size
Pipe Smoking, 5c. size

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	
Sensation, ⅙ gross	
Wild Rose, ⅓ gross	
Omega	6
Union Leader	6
Red Man, ¼ gross	

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	
Yeast Foam, 1½ doz "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, June 5, 1916. No. 23

Expenses decrease in direct ratio to the size of the sale. The next best thing to doubling the profit on a sale is to double the sale and halve the expense.

The Grocery Cafeteria Idea in Which All Customers Help Themselves is Growing and is Well Worth Watching.

Government Warns All Merchants to Save and Sell Their Waste Paper to Piece Out Paper Supply.

New Jersey Jobber Says Retailers Could Easily Compete With Chain Stores if They Would Reduce Their Expenses and Follow Chain Store Methods.

NEW DEAL *MORE PROFIT*

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

Buffalo, January 3, 1916
Deal No. 1601

LAUTZ BROS. & CO.

Make Your Customers Happy

by telling them how to be independent of cooks and servants by serving

Shredded Wheat

with milk or cream, or other fruits—a whole wheat food ready-cooked and ready-to-serve. So easy to prepare a delicious meal in a jiffy with Shredded Wheat and milk to work on, to play on—for youngsters and grown-ups. You sell the biscuit and the fruit.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co., Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

ON THE JUMP

so far this year. Shipments going out only from two to four days late. Let us have your orders for

Forbes Indexed Coupon Books

With our electrical facilities we can take care of you.

WE HAVE SOLD MILLIONS OF THEM

F. O. B. DESTINATION. SAMPLES FREE FOR THE ASKING
LET US HEAR FROM YOU

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

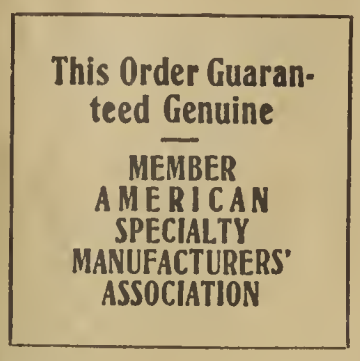
A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association



Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

Wouldn't This Be Fine If We Could Do It?

If we could get all the retailers in the country to refuse to sign anything but *stamped* specialty orders, we could crowd out the dishonest salesman in a very short time.

Up to now, there are enough retailers willing to sign unstamped orders to keep quite a number of dishonest specialty salesmen alive.

All specialty salesmen not using the specialty stamp are not dishonest. Not by any means. But it is very much easier for a dishonest salesman to get along working with unstamped orders than it is working with stamped orders. If he works with stamped orders he knows that a standard has been set for the orders he turns in, all along the line. He knows that he can't turn in bad orders and get away with it.

The special guarantee that goes with specialty orders that bear either of the above stamps, is honest and fair treatment from salesman, from jobber and from manufacturer; and promptness.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Freihofer Baking Co., Philadelphia, Pa.

If you choose your goods on their merits as sellers, you are bound to be mostly selling advertised goods, because, of course, they sell all around unknown brands.

And if you choose them on their merits as profit-payers, you will also be mostly selling advertised brands, for the average advertised brand pays much better—work of selling considered—than the average unknown brand.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

Modern Merchant

AND

Grocery World

ublished every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

L. LXII. PHILADELPHIA, June 5, 1916. No. 23.

dern Merchant and Grocery World

PUBLISHED WEEKLY BY THE
RY WORLD PUBLICATION CO.
AT
27 Arch Street, Philadelphia.
TELEPHONES:
lbert 3286
lbert 3287 Keystone, Race 746
Exchange.

Checks and Drafts payable to the Grorld Publication Co.

dependent journal published exy in the interests of modern merof all classes.

ELTON J. BUCKLEY,
Editor.
DAVID EZEKIEL,
Advertising Manager.

iption Rates, Including Postage, Payable in Advance:
PER YEAR
ed States and Mexico..... $3.00
da 3.50
Britain and Continent of Europe
Asia 4.50
opies ..... .10

Contents.

PAGE

rocery Cafeteria Idea Is rth Watching 6

nent Warns Merchants to e Their Waste Paper and It to Piece Out the Paper pply 6

ber Says Retail Grocers' Exes Are Too High..... 8

e Editor 10
olling Packs of Canned ds.
g Between the Lines.
oot of the Whole Thing.

That Are Being Advertised Your Customers 11

Secretary Will Ask 2,000 sumers What They Pay for ned Corn, Peas and Toes 14

PAGE

The New York Letter..... 16

Selling Talks with Clerks..... 16

Correspondence 18

The Grocery Markets..... 20

Individual Market Reports..... 21

Hearings Begun on Stevens Bill... 22

"The Stroller's" Column (Contributed) 24
Salesmanship Ain't as Big as Buymanship.

Pennsylvania Organization Notes... 24

Legal Department 26
No. 366.—A Question to Ask Yourself When Employees, Collectors or Agents Hold Out Money.

Weekly Window Display Suggestions 26

Science of Advertising..... 28

A New View on the Specialty Stamp Idea 28

Subscribers' Bargain List..... 30

Want Department 31

"Modern Merchant and Grocery World" Prices Current 32

Index to Advertisements.

PAGE

Advertising World, The..... 31

American Specialty Manufacturers' Association 3

Babbitt, B. T. 17

Baker & Co., Walter 16

Borden's Condensed Milk Co. 25

PAGE

Buckeye Baler Co. 27

Buckley, Elton J. 16

California Associated Raisin Co..... 17

Chase-O Manufacturing Co. 30

Clipper Lawn Mower Co. 30

Crescent Manufacturing Co. 16

Corn Products Co. 15

Dayton Moneyweight Scale Co. ... 16

Diamond Match Co. 21

Fairbank Co., The N. K. 11

Fleischmann's Yeast 13

Forbes, J. P. .....Cover 2

Franklin Sugar Refining Co. 29

Hamilton Corporation, The..... 9

Heacock, H. F. 17

Heekin Can Co. 11

Hires Condensed Milk Co.....Cover 2

International Harvester Co....Cover 4

Indexed Coupon Books.....Cover 2

Kirk, Foster & Co. 22

Knight Cooking Extract Co. 9

Lautz Bros. Co. .....Cover 2

Lipton, Thomas J. 12

Loose-Wiles Biscuit Co. 18

PAGE

Manufacturers' Representatives (Association of) 3

Mapleine 16

McCahan Sugar Ref. Co., The W. J., Cover 3

McCray Refrigerator Co. 28

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 4

National Cash Register Co. 7

Nowland Co., A. C. .....Cover 4

Philadelphia Electric Co. 31

Piqua Bracket Co. 17

Quaker Oats Co. 19

Rumford Chemical Works..... 9

Sanitary Metal Basket Co. 16

Sperry & Hutchinson..... 9

Star Egg Carrier and Tray Mfg. Co. 17, 29

Shredded Wheat Co., The.....Cover 2

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 4

Wilbur & Sons, H. O. 13

Wilkinson's Sons, C. 31

Willys-Overland Co., The..... 23

Wrigley Co., Wm. 27

Government Warns Merchants to Save Their Waste Paper and Sell It to Piece Out the Paper Supply

Makes Good Suggestion That Country Merchants Can Make More Money by Acting as Collection Agency for Neighborhood Waste Paper. A Good Baler is a Requisite.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,

June 2, 1916.

The Department of Commerce has issued a warning to merchants all over the country to save their waste paper and sell it. Not only can they make money for themselves by so doing, but they can piece out the paper supply, which on account of the war is getting very low. Rags and old papers are used in very large quantities for manufacturing paper. Part of this material is collected in the United States, although the imports are about 50 per cent. of the amount used each year. Imports of rags and old papers during the past few months have decreased to such an extent that there has recently been almost a famine of paper-making raw material. The decrease in imports is very largely due to conditions abroad. Several foreign governments, realizing the scarcity of paper-making material, have forbidden its export to other countries. This condition is widespread in its effect, and as the demand for raw material is greater than the supply, prices have advanced.

The effect of this increase in cost of all paper-making raw materials has been to make corresponding increases in the cost of all kinds and grades of paper. It is wise to save waste paper, rags, etc., for they are valuable. There is at present an increased demand for paper, cardboard, etc., in the United States. The present daily production of paper of all kinds is over 15,000 tons. The present daily consumption of old papers of all kinds for remanufacture is estimated at about 5,000 tons. Competent authority states that rags form 7.8 per cent. of the fibres we use in paper making. Waste papers, books, magazins, etc., form 21.4 per cent. About 123,000 tons of rags and 380,000 tons of waste papers, etc., were imported in 1913.

Clean white cotton or linen rags and clean unbleached cotton and linen rags are always in demand. Scraps and small pieces are just as suitable as much larger pieces. The finest grades of paper are made from such material and the demand for such rags is always steady. Soiled white rags, both new and used rags, enter into the composition of a very large variety of high-grade white and colored papers.

Attention is especially called to the wide range of uses for which rags and old papers of all kinds are available. All grades should be saved, as the rag packer and the paper maker will find a use for them. The highest grades will go into the higher grades of paper, while even the lowest grades of this waste material can be made into box board. The product known as box board is an excellent substitute for wood used in the manufacture of wooden boxes, and when made into shipping containers it is fully as strong and very much lighter than the wood which it replaces. The saving of this material, therefore, produces a new superior product and at the same time conserves our forests.

Clean wrapping papers of all kinds are valuable for remanufacture into similar grades.

Old books, magazines, periodicals, account books, etc., can be remanufactured into book papers of excellent quality. All material of this kind that is saved is of direct benefit to the forests of the country, as magazine and book papers are very largely made from wood pulps.

Clean folded newspaper is suitable for a number of paper products and is in demand.

All grades of cardboard, strawboard, corrugated box board, and soiled wrapping papers, newspapers, etc., are suitable and in demand for remanufacture into cardboard required to make containers for packing crackers, cereals and other food products. The process of remanufacture is such that the material used is thoroughly sterilized. The demand for clean food products requires that all old papers must be saved.

Burlap bagging and manila rope are also of value in the production of strong wrapping papers, and the supply of this material is always less than the demand.

For the information of merchants the following grades are suggested:

1. Clean cotton and linen rags.
2. Soiled cotton and linen rags, including old canvas, awnings, etc.
3. Woolen rags and old woolen clothing.
4. Burlap bagging.
5. Books and magazines.
6. Clean folded newspapers.
7. Clean wrapping paper.
8. Mixed papers consisting of soiled news, wrapping, card board, box board, etc.

The attention of storekeepe rural towns and villages is cal the possible benefit to themselv acting as the local collection a for waste paper and rags br in by those living in the surr ing community. Fifteen or t years ago the collection and s old paper and rags was consi a very profitable branch of the ness of the country store. S keepers buying such waste ma from the surrounding comm would in turn be able to dispo it in larger quantities to the ne junk dealers. The average s keeper would find it profitab own a small waste paper baler only for his own paper but for other paper he might be able t in the community.

Ho

The Grocery Cafeteria Idea is Wo Watching

A New Phase of the Economy Store Idea Which Origina in California and Which Has Succeeded So Well T the Author of the Plan Has Now Opened Seven Them. How the Plan Works Out.

The grocery cafeteria idea seems to be growing. The first one was launched in California several months ago—details were reported at the time—and now the author of the plan is opening a chain of them, so well satisfied is he with results.

The first grocery cafeteria was opened eighteen months ago in Santa Monica. Six others have since been opened. In all these stores the customers wait on themselves. Store No. 7, just opened, represents the author's accumulated experience. It is 20 feet wide by 42 feet deep and the stock will run more than $3,000. There are no large quantities of any one item—for the main stock is carried in the warehouse which supplies the whole seven—but the variety is decidedly broad. Almost any well known brand is available from American sardines at 4 cents a can to imported mushrooms at 40 cents.

There are no turnstiles in the new store, and no show windows. At the front entrance a fruit and vegetable stand is constructed in the center and it is broad enough so that it creates an entrance wa the right and an exit on the Near the exit is a counter—the counter in the store—on which cash register, wrapping paper bags. The shelving is ordi stained pine six feet high. I center of the store is a long, b table which serves to create an on each side through which public passes to the back of store and around the table t exit and wrapping counter. rear also is an ice box with a door in which are butter, cream and eggs. The hou helps herself even at the re ator.

There are no show cases, ers or scales in the store p Everything is packed at the c warehouse except fresh fruit vegetables, which are on the stand at the front, and for this pose there is one small ha scoop spring scale.

The author of the plan, D Stanton, has made the follo statement regarding his result date:—

We are working along a new and are getting a great deal

A merchant shouldn't do anything a machine can do for him

ur complete 1916 model takes care of all transactions tween clerks and customers. It makes no mistakes, ver forgets, and works fast. It satisfies customers and creases profits.

Some of the things our complete 1916 model does:

forces accurate records of all transactions etween clerks and customers.

two seconds it prints a receipt or sales-slip showg the amount paid or charged.

gives the merchant the cheapest, most direct, and ost effective advertising of his store and his service.

prints a visible list showing 14 or 42 of the last ansactions. This tells the merchant what is done the store even when he is away from it.

stops practically all disputes with customers about oney and accounts.

6. *It tells the merchant which is his most valuable clerk.*
7. *It tells him what each department of his business is doing.*
8. *It tells the total number of customers daily.*
9. *It tells how many customers each clerk waits on and the amount of his sales.*
10. *All these things save a merchant time; free him from work and worry; attract trade and increase profits.*

Merchants realize these things and are buying them so fast that we shall soon be far behind our orders.

't forget, NOW is the time to make money. The harvest is ripe. Will you reap with an old-time sickle or an up-to-date self-binder?

complete 1916 models are as far ahead of our old registers as the self-nder is ahead of the sickle.

registers are making money for thousands of merchants.

t is good for others is good for you.

on small monthly payments or liberal discount for cash.

The National Cash Register Company, Dayton, Ohio

Sign and send this coupon now

To The National Cash Register Co., Dayton, Ohio

Without obligating me in any way to buy, I would like to know more about your complete 1916 Model Receipt Giving Cash Registers and "N C R Service." We have salesmen in our store. We have a register years old. Principal lines of merchandise carried are:

.....

Firm name .....

Address .....

M. M. & G. W.—6-5-'16

pleasure out of it. We find in a community like this that there is a very considerable number of people who are willing to wait on themselves provided the saving is sufficient. When we started, the plan was to use one person only in each store. Later, we used one man and one girl. Now we find that two men can accomplish more, so we have two men in each store. We hire good men and pay them well. Together they handle the wrapping, the cash and practically all of the time one of them is on the floor directing people, suggesting new purchases, etc. However, we make little effort at salesmanship. We find it is more economical to stock everything people want and let them choose for themselves. They can handle the goods and thus are fully satisfied. These two men can do a business of $150 per day easily and keep the stock in good condition. It takes four to five employees to do $150 worth of business in an ordinary credit delivery store.

Our losses from petty theft have been decidedly small. With two men in a small store the customers are closely watched. Also the presence of so many customers in such small quarters acts as a deterrent. Besides, we find that the percentage of persons who are tempted to steal at all is so decidedly small that it is not important. We make no effort to keep small expensive packages, such as extracts, spices, etc., up in front near the cashier. We have even placed them in the back of the store and have found decidedly few attempts to steal them. Of course, there have been some thefts, and where detected we make an example of those caught.

The business advertises regularly and the following is from one of the recent advertisements:—

There is no easier or pleasanter way to earn money than by waiting on yourself at the Grocerterias.

We have no quantity prices. The poor man can buy one can or one pound at the same rate the millionaire pays for one case of 100 pounds. Don't be deceived by one day or one hour special sales; we never have them, but give you special prices on all things at all times.

Don't know what to get for next meal? Walk through a Grocerteria and you'll find it. Better bring a basket. You'll need it. Best of service and no comebacks on goods, because you wait on yourself. If you can find one price lower than ours we will revise it.

Our payroll is over $1,000 a month and we want the best grocery men and women on our waiting list for positions which will soon be open. If your grocer trusts you it is right that he should charge you more, because you are using his goods and money, which do not belong to you.

Don't forget, we deliver all goods amounting to $5 or over. Fifty thousand dollar stock. Seven big stores. More to follow. Save one-quarter your money.

Of course the plan features cut prices. Nearly all 10-cent goods are sold for 9 cents, 5-cent cigars for 4 cents, Quaker Oats 11 cents, Snider's catsup 20 cents and so on. Practically everything is sold below the regular price.

This Jobber Says Retail Grocers' Expenses Are Too High

They Can Easily Meet the Chain Stores if They Will Cut Them Down. Delivery a Tremendous Waste. Following Chain Stores' Methods and Reducing Expenses the Only Things Necessary.

The "Modern Merchant and Grocery World" has many times suggested to the wholesale trade that they could make a fine point for themselves by helping their customers meet the strenuous competition which they are constantly compelled to meet from chain stores and economy stores. We have just received from the Herman Co., wholesale grocers of Paterson, N. J., a copy of a letter which they recently issued to their customers on the general subject of meeting chain stores. From this we reproduce the following:—

During the past five years the chain store proposition has thrown consternation and fear amongst the average retail grocer; in fact, as much as a 30 centimeter German gun, the only difference being the German gun was opposed, but not the chain store proposition.

The average grocer to-day is behind in the twentieth century way of doing business. Up-to-date methods are essential in the retail grocery business as in a wholesale or manufacturing business. It is not possible nor conducive to a growing and healthy retail grocer to try and maintain the same percentage of profits he did years ago. To compete with the chain stores, get down to the same basis they do; sell for cash, cut out deliveries and order taking by wagons. (Stop and figure up what this item costs you.)

"Volume, quick sales and small profits, with cash in hand," is the motto of successful merchants of to-day. Cut out your deadheads, dead beats, promissory payers, and life will be worth living, business will be a pleasure and you will put more ginger and tobasco sauce into it than you ever have before.

Your long credits and expensive delivery systems are the only things that stand in your way to success, against the chain stores. Don't be an old fogy. The trade that is buying from you on time is generally the poorest, while the desirable trade is buying for cash.

Cut them out, sell cheap for cash, discount your bills, keep your store neat and attractive, and do not forget that a clean white apron or neat coat on yourself and clerk, as this looks like prosperity, and the best chain store that ever existed cannot beat you out, and you know it. They cannot exist and make money, unless you stick to your old way of doing business, thereby giv- them a chance to undersell you.

Does it not appeal to you that it is time to oppose the growth of the chain stores, and is it not possible on your part to do so? The majority of the retail grocers, as soon as a chain store locates in their neighborhood, either sit down and give up the ghost or endeavor to do business in their old style, instead of attempting to administer to Mr. Chain Store a dose of his own medicine, only in stronger doses. Can the retail grocers compete and beat out the chain stores? There is no doubt about it, if they only apply themselves to doing a large business on similar lines, for the following reasons:—

His expenses are less in conducting business, for he himself can conduct his business with the help of a boy, where the chain store has to pay a manager not less than $15 to $18 per week, which is more than many grocers are able to net them per week for their salary; therefore, the grocer really is better off in this respect.

In reference to chain stores buying goods cheaper, perhaps they might purchase 3 per cent. cheaper than the average grocer, but this is the limit, on account of the low margin of profit the jobbers are selling goods at the present time, and what does 3 per cent. amount to when you consider the chain stores' overhead charges; for instance, large expensive storehouses miles away, sometimes in other States, which means very heavy trucking expenses, while the individual grocer has none of these, on account of the jobber making delivery. The chain store also has storehouse expenses, office help, insurance, and most of all and not least, heavy salaries for officials, as the majority of chain stores are corporations. Again, high salaried buyers and many times bonded indebtedness.

With all these expenses saved, why cannot the individual grocer compete, which he certainly cannot only do, but is in a position to sell goods cheaper than the chain stores. The most essential thing for the grocer to do at the present time is to fight fire with fire, or, in other words, to do business on up-to-date lines; that is, sell for cash and reduce expenses to a minimum, taking these reduced expenses for his salary.

The present style of up-to-date business does not call for a horse and wagon delivery, which is costing the grocer to-day, with a driver, not less than $25 per week, nor does it mean calling for and delivering orders, sometimes ten miles from the grocer's place of business, which is always a charge sale and many times not paid for, and if it is paid for, it is weeks after delivery.

The average grocer doing a business of $25,000 per year loses at least $500, and many more than $500, which money could be expended to much better advantage in the shape of advertisement to prove to the public that goods are being sold in his grocery store at such a price that it is to the public's advantage to patronize him. For instance, a grocer's average sale of butter is not over five tubs per week, and he could make the loss of $500 work to much better advantage by losing 4 cents per pound on his butter for a leader and double his business, for people certainly sit up and take notice when they think they are buying goods cheap, and it is by t method the chain stores build their cash business.

About four things are sold cl by the average chain stores, or, other words, sugar, butter, c condensed milk and soap, and with exceptional cut for a week at a ti on some other standard article.

The business for the avera grocer of to-day is the neighb hood trade, which the grocer c take care of with the assistance a boy, and with a cash business $500 he is much better off th the other fellow doing a $2,500 week business with his charges, e pensive wagons, loss of accou and a thousand other expenses.

Mr. Grocer, it is time for you sit up and fight for your busine remembering you have the ad tage over the chain stores, who not compete with you on accou their tremendous expenses and h only been able to do so the p few years on account of the avera grocer not realizing what these e penses amounted to.

Enormous Value of Coming Fr Crops.

While definite statistics as to the c mercial fruit crop as a whole ar most impossible to get, the best mates are that in a year like that w now seems ahead of us, the grower fruit for commercial purposes probably receive for their produ something like $400,000,000. Below some figures of the production of ap the leading fruit:—

1915	76,000,000	barre
1914	84,000,000	barre
1913	48,000,000	barr
1912	78,000,000	barr
1911	71,000,000	barr
1910	47,000,000	barr

The estimated farm value of the crop in 1915 in round numbers something like $145,000,000. In yea large yields the shipments from S ern California alone of citrus f (oranges, lemons and grapefruit) t $45,000,000. In 1915, which was a of large production in peaches, t were something like 43,000 carload the entire United States, or appr mately 64,000,000 bushels, with an proximate farm value of $54,000 The production of peaches in 1914 54,000,000 bushels. Of pears in the production was 11,000,000 bushe 1914, 12,000,000 bushels, the farm of the 1914 yield being approxi $10,000,000. Of the production o ples in 1915—76,000,000 barrels estimated that 43,000,000 barrels sold from the farm, 6,000,000 used for cider, 15,000,000 barr sumed on the farm for hum and 12,000,000 barrels wasted o by live stock. One of the vit forms brought about by one of th roads in 1915 in the Southwest w arrangement whereby the fruit f from large concerns of the East North purchased the fruit f. o. b point of delivery to the railroad assumed from then on all hazard transportation and deterioration. producer was thus enabled to re with accuracy on the exact amount received for his product at the railr point of delivery without any furt thought as to the question of comm sion, freight charges and the like.

Are You in Doubt ?

It in doubt what baking powder to tie to, to feature and to establish as your leader, decide on **Rumford.** Why ? Because it satisfies more people than any other type of baking powder made.

Rumford powder is a real phosphate powder, ideal from every standpoint—from the health standpoint. from the leavening standpoint.

Something more you will not be displeased to hear—it probably pays a better profit than any other good baking powder on the market.

And there is no better, steadier seller anywhere.

Rumford Chemical Works

Providence, R. I.

SIX Ways in Which The "Sperry" System Serves Your Interests—

1. When you make up your mind to use The "Sperry" Service you give your business a chance to grow. New trade needs no introduction to the store that gives the Standard American Discount.

2. You can easily meet the competition that is "cutting in." Limit those charge accounts if not eliminate them and turn over your stock easily with a Bigger Profit.

3. Increase the volume of your business. The "Sperry" Service holds ALL your customer's trade and makes customers of those who liked your store before, but liked their DISCOUNT better.

4. Are you losing trade and if so, why? Bargains won't alway's "draw" and there's a limit to "cut-price" inducements. Give your customers a sound every-day reason for preferring your store and you will hold their trade.

5. The "Sperry" Service makes the sale when your competitor offers the same quality of goods at equally attractive prices. Give the customer a reason for always going to your store FIRST!

6. Would a 20% increase in New Cash Business interest you? The "Sperry" Service has produced that result in thousands of cases. What are "charge accounts" costing YOU?

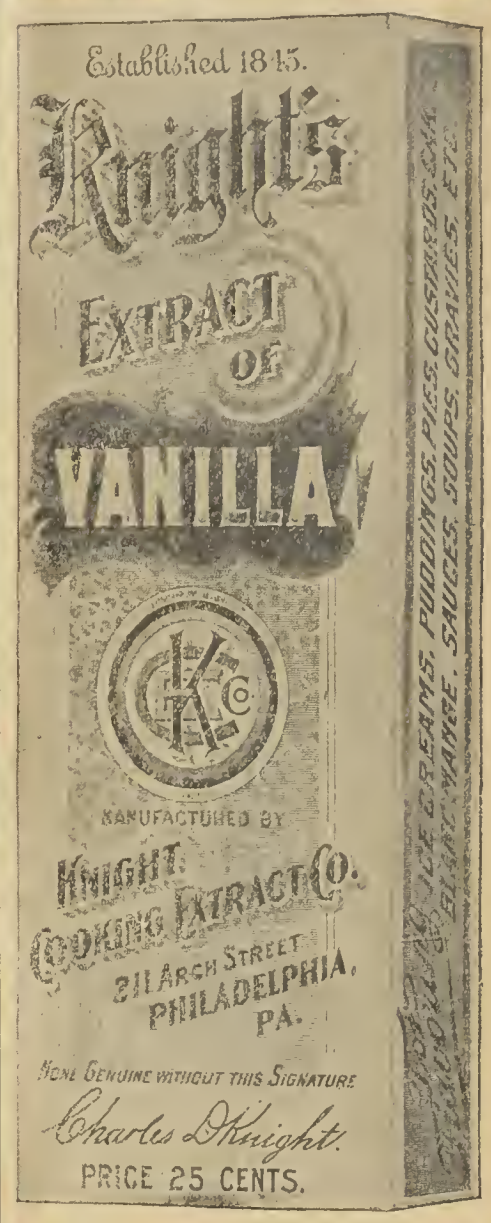
THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

Everybody Knows Them



KNIGHT'S FLAVORING EXTRACTS have been pleasing epicures throughout the United States for fifty-nine years. The name Knight on an extract package is a stamp of excellence. Thousands of families can be induced to use nothing else. Most grocers sell them ; if you don't, do so now and you will find that the goods not only sell themselves, but that your extract trade will increase. You cannot make a better profit on any first-class brand.

KNIGHT
Cooking Extract Co.

No. 211 Arch Street

PHILADELPHIA, PA.

WITH THE EDITOR

The magazine "System" instituted an inquiry into why customers who had been dealing with a certain store left it for another. A series of questions was sent to one hundred typical consumers and they were asked to say which of the following reasons, in case they had left one store for another, had induced their action. The number who named each reason as the cause is also given:—

The Root of the Whole Thing.

1. Indifference of salespeople. (Forty-seven out of the 100.)
2. Attempts to substitute (24).
3. Errors (18).
4. Tricky methods (18).
5. Slow deliveries (17).
6. Over insistence of salespeople (16).
7. Insolence of employees (14).
8. Unnecessary delays in service (13).
9. Tactless business policies (11).
10. Bad arrangement of store (9).
11. Ignorance of salespeople concerning goods (6).
12. Refusal to exchange purchases (4).
13. Poor quality of goods (1).

From the above, "System" draws the following conclusions:—

First, that the most common reason given by the average man for withdrawing his trade from a retail shop is the indifference of salespeople—in a way one of the most easily preventable of the faults that beset retail organizations. Forty-seven per cent. of the men upon whom this test was made specified this as the principal cause of their dissatisfaction.

Second, that the one cause of complaint which might by some quite naturally be regarded as paramount, stands at the bottom of the list. Only one man replied that a store had lost his trade because of the poor quality of its goods.

In brief, the dominant cause for complaint referred to service.

The causes for lost trade that stand next in order are corroborative. "Attempts at substitution," "errors," "tricky sales methods," "over-insistence of salespeople," "insolence," "unnecessary waiting," are all variations of the same theme. And all of these are faults that may be largely overcome by instruction or by adherence to certain fixed rules of conduct.

My observation tells me that usually the indifference of clerks, which seems to cost employers more trade than anything else, is due to ignorance of the business. And usually ignorance is due to lack of interest in the clerks' work. And usually lack of interest is because the clerk is a round peg in a square hole—he isn't doing work he likes. The moral is—get clerks that *like* the business. Hire no clerk who simply wants a job—any job—but take only clerks who want a job *in the particular business* they are trying to get in.

Controlling Packs of Canned Goods.

Readers hereof know that packers of canned goods all over the country are deeply concerned because to many of them the business has ceased to be a living business. They have to compete with small packers of no standing, no financial strength, and no particular pride in their business. In years when nature is generous and crops are large, the packs are away beyond the capacity of the country to consume, and the result is a slump in prices with everybody selling below cost of production. This last has happened time and again, and will go on happening, no doubt, as long as the whole situation is so absolutely beyond control as it is now.

Packers generally believe the thing to do is to advertise canned goods into so great a popularity that *any* sized pack will be absorbed. Others believe that there should be a reduction in production, and Secretary Drake, of the Western Canners' Association, has a paper on that subject in this issue. He doesn't believe in curtailing the production; he thinks it would be as evil and unnatural as committing an abortion on a woman about to become a mother. Also illegal. He believes in advertising.

Undoubtedly the thing to do, if it is practicable, is to increase the consumption rather than decrease production. Perhaps a combination of both would be the ideal plan. The way to keep the tomato market stable and profitable, for instance, is to fit the production rather closely to the consumption, allowing, of course for the natural increase year by year. If there is no surplus there will be little or no cutting and everybody can get a living price for his goods. With a stable market to start with, the advertising can begin, and each year the production can be increased sufficient to take care of the new business produced by the advertising. How can this be done? Mr. Drake says reducing the production by a combination of packers would violate the anti-trust acts. I do not agree with him. Under the present attitude of the Supreme Court, the question is not "is this restraint of trade," but "is it *unreasonable* restraint of trade." The public have no right to expect a packing industry to go on choking the market so that its products will sell below cost, and it is not monopoly, or unreasonable restraint of trade or anything else that is objectionable, when packers, in combination, eliminate the excessive production which will inevitably ruin them if it continues long enough.

I think it would be a good thi to control the production of cann goods and very probably a leg thing. Admittedly it would be difficult thing, for the packing bu ness contains more irresponsibl than any other business on top the earth.

Reading Between the Lines.

In the curre issue of "The C timist," the clev little booklet th the Campbell's soup people iss every month appears the followin

"And now, young man," said the owner of the store, " if a customer knows what he wants, sell it to him. I know a star salesman can always sell him something else, but I have a theory that it will pay just as well to sell him what he wants."

Reading between the lines th undoubtedly means Campbel soup. I respectfully suggest to t Campbell Co. that sometimes it pa to sell a customer what he wan and sometimes it doesn't pay. mean pay the grocer. Without e ception it always pays the Campb Co. I suggest as one of the sit ations where it does not pay to s a customer what he wants is whe a grocer is competing with cha stores who sell Campbell's soup 7 or 8 cents, and where the cu tomer will have to get it at th price or not get it at all. The situations are multiplying; t Campbell Co. does not seem sp cially interested in what cutters d with its goods. Personally, if owi to what cutters were doing I had t sell Campbell's soup at cost or u sell it at all, I would not sell it all, and if I did not possess t salesmanship necessary to around this situation without lo the customer I would go out business.

Bureau of Salesmanship to Be Established.

A Bureau of Salesmanship Research was recently organized to be affiliated with the Carnegie Institute of Technology, in Pittsburgh, Pa. "We will endeavor," said Dr. Hammerschlag, director of the Carnegie Institute of Technology, "to get away from the rule of thumb method of employing salesmen. It is our purpose to analyze the personal and mental traits that are found to be highly characteristic of highly successful salesmen, together with the data obtained from experienced sales managers. We will carry forward the actual experiments in the selection and training of salesmen, in co-operation with sales managers and employment managers, enough of whom have already placed their sales organizations and records at the service of the bureau to insure the necessary data for checking the results of the studies made." Membership in the bureau will be restricted to thirty large business concerns in the United States doing domestic and foreign business. The Heinz Co. is the only food company connected with it.

Bill to Push Parcels Post Experiments in Food Shipments.

Senator Fletcher has prepared an amendment to the Post Office Appropriation Bill intended to authorize experiments looking toward the extension of the parcel post to carry agricultural products. He expects to press his amendment for passage on the floor of the Senate. As at present drafted, it reads as follows:—

The Postmaster-General is hereby authorized to conduct experiments in three or more communities for the purpose of determining the most practical means of extending the operations of the parcel post in the direction of promoting the marketing of farm products and furthering direct transactions between producers and consumers. Such investigations will further include the consideration of the effects on the rural free delivery service such extension of the parcel post system will have, and report of conclusions reached shall be made to Congress. For the purpose of pursuing such experiments and investigations, the sum of $10,000 is hereby appropriated, to be paid as other appropriations in this act.

oods That Are Being Advertised to Your Customers

lodern Merchant and Grocery World" Makes Compilation of Products for Which Demand is Being Created Through Leading Periodicals. Papers and Magazines Used as Basis Cover Entire Country.

[The compilation which appears below is the result of more thinking along a line which was given some diseussion several months ago, viz., the advantage to the retailer of keeping posted as to what products are being advertised to his customers, so that he may get the benefit of such advertising, if the product is for other reasons a desirable one to sell. The list here presented includes practically every leading magazine and periodical, and products that are not advertised in at least some of them are hardly advertised in this way at all, although they may be in newspapers or in direct ways, such as sampling, demonstrating, etc.]

June.

The American Magazine.

Cream of Wheat, one page.
Ivory Soap, one page.
Campbell's Clam Chowder, one ge.
Puffed Wheat and Rice, two-irds page.
Beech-Nut Bacon, eight and a lf inches.
Fairy Soap, one page.
Three-in-One Oil, four inches

The Century Magazine.

Fairy Soap, one page.
Baker's Cocoa, one page.
Shredded Wheat, one page.
Campbell's Clam Chowder, one ge.
Beech-Nut Bacon, half page.
White House Coffee and Teas, lf page.
[vory Soap, one page.

Collier's Weekly.

Puffed Grains, half page
Postum, quarter page.
Pettijohn's, five inches.
Quaker Oats, half page.
Heinz Peanut Butter, three-quar-s page.
Eagle Milk, eighth page.
Sunkist Oranges, one page.
Nabiscos, quarter page.
Butter Kist Pop Corn, half page.
Clicquot Club Ginger Ale, quarter ge.
White House Tea and Coffee, six hes.

Everybody's Magazine.

vory Soap, one page.
Postum, one page.
National Biscuit Co., one page.
Three-in-One Oil, one page.

Good Housekeeping.

Old Dutch Cleanser, one page.
Lowney's Cocoa, one page.
Royal Baking Powder, one page.
Armour's Leaf Lard, one page.
Procter & Gamble's White Naph- Soap, one page.
Shredded Wheat Biscuit, one ge.
Crisco, one page.
vory Soap, one page.
Fels Naptha Soap, one page.
Rumford Baking Powder, one e.
Puffed Grains, one page.
Cyzon Baking Powder, one page.
Red Wing Grape Juice, one page.
Pompeian Olive Oil, one inch.
Swan's Down Flour, two inches.
Pettijohn's, six inches.
Burnett's Vanilla, quarter page.
Kellogg's Bran, quarter page.
Sawyer's Blue, quarter page.
Tin Money Pickles, quarter page. e.
Lea & Perrin's Sauce, quarter e.

Howard's Salad Dressing, quarter
Morton's Salt, quarter page.
White House Coffee, quarter page.
Burnham & Morrill's Fish Flakes, half page.
Underwood Deviled Ham, half page.
Sauer's Extracts, half page.
Borden's Evaporated Milk, one page.
Welch's, one page.
Knox Gelatine, one page.
Sunkist Oranges, one page.
Quaker Oats, one page.
Fairy Soap, one page.
Libby's Products, one page.
Kellogg's Toasted Corn Flakes, one page.

Harper's Monthly.

Shredded Wheat Biscuit, one page.
Instant Postum, one page.
White House Coffee, half page.
Swift's Premium Ham, one page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Baker's Cocoa, quarter page.
Grape Nuts, quarter page.

Ladies' World.

Cream of Wheat, one page.
Old Dutch Cleanser, quarter page.
Campbell's Clam Chowder, half page.
Postum, quarter page.
Puffed Wheat and Rice, half page.
Three-in-One Oil, six inches.
Quaker Oats, half page.
Burnham & Morrill Fish Flakes, eight inches.
Pettijohn's Bran Flaked Flour, five inches.
Sani Flush, five inches.
Tanglefoot, seven and a half inches.
Knox Gelatine, quarter page.
Beech-Nut Peanut Butter, quarter page.
Lipton's Tea, quarter page.
Gold Dust, eighth page.
Fairy Soap, one page.

Ladies' Home Journal.

Old Dutch Cleanser, one page.
Gold Medal Flour, one page.
Ivory Soap, one page.
Sunkist Lemons, quarter page.
Eagle Milk, quarter page
Heinz Peanut Butter, quarter page.
Crisco, quarter page.
Puffed Grains, half page.
Barrington Hall Coffee, quarter page.
Pettijohn's, five inches.
Procter & Gamble's White Naphtha Soap, half page.
Knox Gelatine, quarter page.

Gold Dust makes pans look so new,
That they gleam as mirrors do.
—*The Gold Dust Twins*

GOLD DUST
for a quick "turn over"

Gold Dust, the Active Cleaner, has become a recognized household necessity. Millions of housewives order it as regularly as they order their supplies for the table.

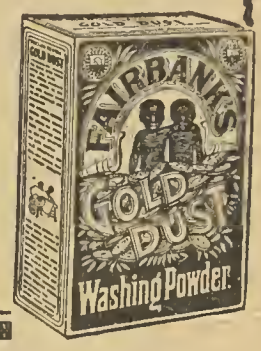
The use of Gold Dust increases daily, because it is recognized as being superior for cleaning and brightening everything all over the house. It does not scratch or mar.

Gold Dust sells steadily. It gives thorough satisfaction—it repeats. It is indispensable in the modern household.

Used the year round. Order of your jobber.

THE N.K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work."



Cans That Represent A Real Advantage

HEEKIN CANS are made for a purpose—and they meet every requirement—every demand.

For Crackers
they are designed to retain the freshness, crispness and flavor.
Size 15½ in. x 27¾ in.

For Coffee
they are designed to retain the aroma, flavor and goodness.
Size 15½ in. x 20¾ in.

Heekin Heavy Duty Steel Cans

are air-tight, dust-proof and moisture-proof. And the quality is unsurpassed.

Plain lacquered or stenciled with any design.

Send for sample.

The Heekin Can Co.

New St. and Sixth Ave. Cincinnati, Ohio

"Heekin Can Since 1901"

NO ADVANCE IN PRICES

A Tea for Every Taste At
A Price for Every Pocketbook

LIPTON'S TEA

is packed in ten different blends so you can please all classes of customers with tea that will suit their different tastes and at prices they can afford to pay.

You can handle **Lipton's Tea** in the sealed, air-tight, convenient packages and meet all the requirements of your customers, no matter whether they want Ceylon and India Black, English Breakfast, Black and Green Mixed, Formosa-Oolong or Green Tea.

You not only assure yourself of giving customers any kind of tea they want, but, because of the *package* you are sure the tea will be full of strength and flavor.

Besides saving time and bother and pleasing your customers by selling them **Lipton's Tea,** you make a good profit on every package. Our enormous tea estates enable us to maintain quality and prices to both you and your customers in spite of advanced prices on other teas.

"If You Want the Best Tea Go to the Firm That Grows It"

Thomas Lipton

TEA and COFFEE PLANTER, CEYLON

149 Franklin Street : New York City

NEW YORK LONDON INDIA CEYLON CHICAGO TORONTO

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"I know I can please you with LIPTON'S TEA. Select your blend and it will always be uniform in strength and flavor."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Swift's Premium Ham, qua page.
Sunkist Oranges, one page.
Armour's Grape Juice, half p
Underwood Deviled Ham, qua page.
Burnett's Vanilla, quarter pag
Campbell's Clam Chowder, page.
Minute Tapioca, two inches.
Burnham & Morrill Fish Fla eighth page.
Kitchen Bouquet Sauce, t inches.
Carnation Milk, quarter page.
Blue Label Ketchup, eighth p
Quaker Oats, half page.
Red Wing Grape Juice, one p
Welch's, half page
Kellogg's Toasted Corn Fla one page.

McCall's Magazine.

Lipton's Tea, one page.
Ivory Soap, one page.
Shredded Wheat Biscuit, page.
Postum, third page.
Sunkist Lemons, third page
Dutch Cleanser, third page.
Bon-Ami, third page.
Fels Naptha, third page.
Liquid Veneer eight inches.
Burnham & Morrill Fish Fla eight inches.
Puffed Wheat and Rice, t thirds page.
Quaker Oats, two-thirds page.
Pettijohn's Bran, four and a inches.
Carnation Milk, fifteen inches.
Minute Tapioca, two inches.
Crisco, fifteen inches.
Sani Flush, five inches.
Pompeian Olive Oil, one inch.
Three-in-One Oil, four inches.

McClure's.

Royal Baking Powder, one p
Baker's Cocoa, quarter page.
Ivory Soap, one page.
Campbell's Clam Chowder, page.
Shredded Wheat Biscuit, page.
Postum Cereal, quarter page.
Puffed Grains, half page.
Heinz Peanut Butter, three-qu ters page.
Lowney's Chocolates, one page
Burnham & Morrill Fish Flak eight inches.

National Geographic Magazin

Puffed Wheat and Rice, one p
Ivory Soap, one page.
Campbell's Vegetable Soup, page.
White House Coffee, half pa
O. & W. Thum Co., quarter p
Three-in-One Oil, quarter pa

The Outlook.

Pettijohn's Bran Foods, and three-quarter inches.
Ivory Soap, one page.
Beech-Nut Bacon, quarter p
Van Dyk Tea and Coffee, and a half inches.
White House Coffee, half p
Three-in-One Oil, quarter p
Shredded Wheat Biscuit, page.
Postum, one page.
Royal Baking Powder, one p
Puffed Wheat and Rice, one p
Quaker Oats, one page.
Bon Ami, one page.
Swift's Premium Ham, one p

Saturday Evening Post.

Underwood Deviled Ham, qu page.
Baker's Grated Cocoanut, qu ter page.
Sunshine Biscuits, quarter pa
Barrington Hall Coffee, quar page.
Campbell's Clam Chowder, h page.
Puffed Grains, half page.

Blue Label Catsup, nine inches.
Butter Kist Pop Corn, half page.
Sunkist Oranges, one page.
Ivory Soap, one page.
Clicquot Club, one page.
Beech-Nut Peanut Butter, quarter page.
Kellogg's Toasted Corn Flakes, one page.
Crisco, one page.
Goblin Soap, quarter page.
Sunkist Lemons, one page
Welch's Grape Juice, one page.
Gold Medal Flour, one page.

St. Nicholas.

Swift's Ham, one page.
Fairy Soap, one page.
Campbell's Clam Chowder, one page.
Puffed Wheat and Rice, one page.
Beech-Nut Peanut Butter, quarter page.
Three-in-One Oil, quarter page.
Borden's Condensed Milk, quarter page.
Quaker Oats, one page.
Libby's Products, one page.
Ivory Soap, one page.
Baker's Cocoa, one page.
Campbell's Vegetable Soup, one page.
Puffed Wheat and Rice, one page.
Jell-O, one page.
Beech-Nut Peanut Butter, quarter page.
Three-in-One Oil, quarter page.
Borden's Condensed Milk, quarter page.
Quaker Oats, one page.
Nabisco, one page.
Kellogg's Toasted Corn Flakes, one page.
Fairy Soap, one page.

Scribner's Magazine.

Beech-Nut Bacon, half page.
White House Coffee and Teas, half page.
Ivory Soap, one page.
Royal Baking Powder, quarter page.
Grape Nuts, quarter page.
Baker's Cocoa, quarter page.

The Youth's Companion.

Quaker Oats, half page.
Nabisco, quarter page.
Swift's Premium Ham, quarter page.
Baker's Cocoa, four inches.
Three-in-One Oil, three inches.
Pettijohn's Breakfast Food, four and a half inches.
Campbell's Vegetable Soup, half page.
Puffed Wheat and Rice, half page.
Three-in-One Oil, four inches.
Sunkist Lemons, quarter page.
Beech-Nut Peanut Butter, four inches.
Tanglefoot, eighth page.
Crisco, quarter page.
Jell-O, quarter page.
Libby's Corned Beef, one page.

Two Hundred "Turnovers" a Year

¶ Two hundred times a year you turn over capital invested in

Fleischmann's Yeast—

that's about an average.

¶ True, the amount involved is small but the principle is profitable and there's not one cent's worth of dead stock, waste, or loss to figure.

Speak to customers about

WILBUR'S COCOA

You'll find **Wilbur's Cocoa** so well known and well liked that customers are practically waiting to buy it, and all you need to do is remind them of it. **Wilbur's Cocoa** has been extensively advertised for many years, and once tried its superior flavor has always given satisfaction.

Our booklet "Cook's Tours Through Wilburland" shows consumers 60 ways to use **Wilbur's Cocoa**—as a food as well as a drink. **Wilbur's Cocoa** can be made into delicious cakes without the use of butter, which is only one of our recipes; it makes the most delicious Iced Cocoa, and our recipe for that is the only successful way of making it.

To make a long story short—once you start a customer buying **Wilbur's Cocoa** it means steady repeat sales at a good profit to you and satisfaction to her. That is the kind of articles you want to sell, because they build up permanent trade.

It will pay you to keep **Wilbur's Cocoa** displayed on your counters and in your windows at all times.

H. O. WILBUR & SONS, Inc.

Philadelphia

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. SECURITY INTEGRITY OUR MOTTO

WHAT TO TELL CUSTOMERS

"We always recommend WILBUR'S COCOA because of its delicious flavor, purity and food value. Try it according to the recipes in this booklet and I know you'll like it."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

Canners' Secretary Will Ask 2000 Consumers What They Pay for Canned Corn, Peas and Tomatoes

Purpose is to See Whether Canned Goods Consumption is Restricted by Excessive Retail Profits. Also Discusses Plan to Help Canned Goods Consumption by Cutting Down Packs.

[Among students of the problem of increasing the consumption of canned goods, there are some who contend that the main difficulty is that the country is producing more canned goods than the country can eat and that no advertising campaign can keep pace with the tremendous packs that are apt to happen any season. These persons argue that before any advertising is done, something should be done to cut down production. This phase of the case is discussed below by George W. Drake, secretary of the Western Canners' Association.]

During the last five years we have seen two successive packs that did not aggregate at the most over two and a half million cases per year over normal consumption plunge prices to an almost unheard of low level, which must of necessity materially increase consumption, yet there were no advances in prices to speak of and no apparent relief, until we were forced to pause in the midst of our calamity to inquire what in the world is the matter.

We remember that the averages of 1911-12 on corn were almost entirely balanced by the shortage of 1913, saying nothing about the shortages of 1914-15.

On peas the prevailing low prices have netted the canners a loss below cost of manufacture of fully fifty cents per case, an actual reduction in selling prices of fully 40 per cent. These facts alone, saying nothing about the slaughter of the prices on tomatoes which was of equal importance, under all the fundamental laws governing supply and demand, should have made these three canned staples the most popular of all the standard foods of American culinary and should have at least doubled their consumption. Such, however, is not the case, as we are living to-day in the deadly fear of the market again going broke this fall, as the result of a pack of fourteen million cases of tomatoes, twelve million cases of corn and eight million cases of peas. In which event we will be obliged to re-enter the struggle we have just gone through.

In the light of these facts we are forced to one of two conclusions, namely, either consumption is far behind production or distributors are exacting an abnormally large, unjust profit from the consumer, making the prices so high as to be practically prohibitive, resulting in restraint of trade. Personally I cannot bring myself to the belief that the latter is the case. I cannot think for one moment that the distributors of this country are guilty of maliciously contemplating fertilizing their gardens of activity with the prospective corpses of our industry, or hazarding the possibility of the manufacturer being forced to develop another means of distribution, which an act of this character would be sure to result in.

With a view of giving the distributors a clean slate I am preparing two thousand letters of inquiry, to consumers over the country, with self-addressed stamped enevelopes inclosed, relative to the prices they have been paying the retailers during the last three or four years for corn, peas and tomatoes, and I will wager that nineteen hundred replies come back properly filled out and signed in ink. Resolving to resolve is dead. Do something is the slogan. Let's know where we are at.

My better judgment reflects the facts in the case as they now exist and forces the conclusion that production is in excess of our present consumption, which brings us to the question of the hour:—

Shall the hand of manufacture be stayed or consumption increased?

Let us for one moment consider the first question: Shall the hand of manufacture be stayed?

In the first place to stay the hand of manufacture is not practical, because in order to make it operative there would have to be somewhere a supreme power, which does not exist, to make the reduction of production mandatory, but granting for the sake of argument that there is such a power that could enforce its mandates in this connection, the instant this was done we would be in direct contravention of our present statutory enactment and subject to the penalty imposed by the Sherman law. But worse than this it would be an affront of the sovereign rights of a free people and against every principle of the spirit of freedom which gave birth to this great nation.

The very principle of the proposition is a frank confession to the world that our business has outgrown our mental capacity to solve problems that have been characteristic of every enterprise of any magnitude since the world's commerce made necessary the advent of specialized manufacturing of food products to meet the demand of a consuming public.

The idea is therefore wrong in spirit and principle, impractical and should be relegated to the class of not only the impossible but the unthinkable.

Stay the hand of manufacture? Never.

Let us therefore nerve ourselves to the proposition as it is sure to be. Judging the future by the past in 1913, 17,000,000 cases of tomatoes, 15,000,000 cases of corn, and 15,000,000 cases of peas will be considered a crop failure.

This leaves us then our only alternative of increasing consumption. But say you, can this be done? and if so, how?

There are ways innumerable that I could mention, which would vastly increase the consumption of canned foods, but I neither have the time nor the inclination to take up your time in so doing. I will therefore content myself by giving you a very few of the many.

First and most important is: Hang the canner in effigy over the hearthstone of every American home who would sell to a consumer an article he would not serve on his own table, and with him let the distributor dangle, who buys price regardless of quality.

Second—Of one thing we may be sure beyond peradventure and that it is the scheme ultimately to be made operative will not involve the expenditure of vast sums of money annually.

While the judicious spending of large sums of money annually in legitimate advertising would doubtless produce the desired results a pay well on the investment in t end, yet this stolid fact remai you can count the canners w would give five or ten thousand d lars per year for an advertisi campaign of this character on t fingers of a handless arm.

We all have a profound respe for the power and efficiency printers' ink. History proclai the fact that it has placed the ha of glory on the brow of more m and nations than any other one fluence, and has also sent mo men and nations to despair th most any other one thing. Th its power is uncomputable no question, yet it can never suppla the human voice backed by a know edge of facts, with an actual de onstration of products, as an ev dence of their value. People w talk of and be profited by the latt when the former has been forgott and the paper which carried t message has been returned in scr to be remilled and prepared for a other message.

This is the proposition that t lecture bureau brings to the fo manufacturers, jobbers, retaile brokers and supply men of our i dustry. It means the never ceasi effort to increase consumption. is reasonable. It is inexpensive. is practical. A plain busine proposition, because it meets the d mands that are now being placed c us by the consumers, who are a ways judicious in their requir ments and never ask the impo sible.

It is up to you; you can eith face or evade the issue, but soon or later without exception all w be boosting for this very class work. I will give you a few re sons why you will be boosting b fore I conclude.

First—We are getting a mea whereby we can come in direct co tact with the educational institutio of the country. Do you know w this means? Here alone is a fie that could consume the entire ou put of the American cannery an not overburden the daily ratio either. I can prove it to you in word, if you will excuse a referenc to my own family. My childre average two cases each of canne foods per year, with no traces c scurvy, mental, moral or physica degeneration either. There ar twenty-three million students in thi country; can you tell me the yea

ere were forty-six million cases corn, peas and tomatoes canned this country and Canada?

Second—There are five million ives in this country connected ith the different clubs and other ganizations who preside over five illion homes, figured on a basis of e to the home, we have twenty- e million people; again referring my own home consumption it uld require fifty million cases to rry them a year, ten million more an we have ever packed.

Then there are many other ave- es like conventions and food con- esses where a valuable service uld be rendered to the business at I will not take the time to men- n.

But, say you, how can this lecture reau reach all these people? I ll be perfectly frank in saying to u that they can't at once, yet we n get in contact with a great ny without much delay and at same time perfect an organiza- n that will be permanent and in rking condition all the time, dy to respond to the calls as they ne in, and there will be a plenty them just as son as it is generally own that we are furnishing this ch needed service.

We have talent in nearly every in this country among the can- s, brokers and jobbers, who will dly give four or five hours each r to be divided into that many s, with demonstrations of the ducts. But, say you, are these all qualified to deliver these e talks or addresses? I feel fectly safe in saying yes, practi- y all. The requirements do not ose that these men be scholars he broad sense of the word, it urely a statement of facts, by man who knows, in simple Eng- language, is all that is neces- .

We are telling the story every of the year and I am sure it ld matter little to us whether convention, a woman's club, or niversity. Give us the facts is keynote of their appeal.

GEORGE W. DRAKE.

---

ow France Keeps Down Food Prices.

a law recently signed, the French rnment is authorized to fix maxi- prices for the sale of bread, meat, r, coffee, petroleum, gasoline, po- s, milk, margarine, alimentary ses, dried vegetables, fertilizers of mmercial character, sulphate of er and sulphur.

KARO

The Most Popular Syrup

Even the school children know KARO and love it for its delicious flavor. Quality plus extensive and persistent advertising, has made KARO the best known syrup in America. You are always sure of sales of KARO if you keep it displayed where your customers can see it, and you want the sales because KARO pays you a splendid profit. KARO is not only used as a table syrup and for cooking, baking and candy making, but it is being extensively used for preserving instead of sugar. We are advertising KARO (CRYSTAL WHITE) for preserving purposes, and you should take the opportunity to recommend this use as often as possible, because KARO (CRYSTAL WHITE) insures more satisfactory results. Send for supply of Preserving Booklets to give your customers.

Corn Products Refining Company

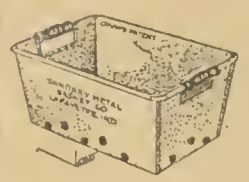
NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"If you'll add KARO to your sugar when preserving, it will bring out the fruit flavor and make a smoother, richer syrup than sugar alone."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants



Deliver Your Goods in Sanitary Metal Baskets

These baskets are made of galvanized iron, reinforced and strengthened so as to last a long time. Being perforated, they are self-cleaning, also useless to the housewife enabling you to sell your wooden boxes.

Sanitary Galvanized Iron Metal Baskets are *economical* because they save space; *durable*, will outlast three of the old kind; *modern*, brings delivery system up to date; *cleanly*, no place for dirt to stay.

Price, $4 to $6 per dozen on baskets holding from one to four pecks. Order to-day

Sanitary Metal Basket Co., Lafayette, Ind.

There's No Other
FLAVOR LIKE
MAPLEINE
That's why it continues to grow in popular favor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered, U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.
This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

The New York Letter

Meat Prices Show Effect of Smaller Imports of Argentine Meats. Tobacco Retailers Don't Want Stevens Bill. Cans Go Up Again. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, June 2, 1916.

During the week the American Can Co. has announced the second advance in packers' cans since the middle of April. The advance ranges all the way from 75 cents per thousand for No. 1s to $3 per thousand for No. 10s.

* * *

Among the larger meat dealers of this city there are many who contend that the lack of Argentine meat is the main factor in the advancing domestic markets for all kinds of meats. Argentine beef has been selling in New York wholesale at 13 to 14 cents per pound, but it has now been engaged for export in large quantities at a cent a pound over American beef. The export demand for Argentine mutton and lamb has also been very heavy, and as these have been selling from 1 to 3 cents a pound cheaper than the American meats, the absence of this competition is also a factor. All of the retailers in this city have advanced their prices for meats. Porterhouse steaks are bringing 30 to 37 cents per pound; sirloin from 26 to 30 cents, and pork loins and chops 22 to 25 cents. The advance in the better grades of meat has been from 4 to 9 cents a pound, while the cheaper grades are up 2 to 5 cents a pound. Spring lamb is selling on an average of 30 cents a pound. All of the dealers are feeling the loss of Argentine beef. The British are in possession of the ships that used to bring beef here and are taking it to their own markets instead.

* * *

The Independent Retail Tobacconists' Association has passed a resolution during the week opposing the Stevens bill on the ground that "it is class legislation, wherein the manufacturer would obtain under said measure greater rights and privileges than the distributor, thereby making an unequaled class distinction between those two elements of the trade, wherein the manufacturer is at liberty to sell his manufactured commodity at any price he wishes to to the distributor in the various States, and dictate to the distributor the price at which he shall resell his said commodity."

Summarized Market Conditions.

Tea unchanged, with tendency toward lower prices in Formosas on account of acumulated stocks. Ceylons and Indias strong. New Congous very high. Actual demand light.—Coffee dull, but prices on all Rios and Santos steady to firm. Mild coffees, Java and Mocha quiet and unchanged.—Sugar unchanged as to refined, somewhat firmer as to raws; demand rather light.—Prunes unchanged, market still held firm. Apricots in hands of combination, which has fixed new prices at 15 cents in a large way. Peaches, raisins and other dried fruits all dull and unchanged.—Salmon in good demand at unchanged prices. Sardines unchanged. All canned goods unchanged, although some concessions are reported in new Hawaiian pineapple and new California canned fruits. Canned vegetables unchanged, although some packers are offering a 2½ cent concession on No. 3 tomatoes.—Wheat depressed somewhat on account of new crop offerings.—Flour about 10 cents a barrel lower than a week ago.

Polished Chinese Rice Now Coming Direct.

For the first time in the history of the Hong Kong rice trade with the United States, a shipment of 100 tons of polished rice has been made to San Francisco, and recently a rice-polishing machine of American make was installed in Hong Kong, and it is the first machine of its kind brought to the Far East. Previous to the war rice was exported to Germany and there polished for the American market. The capacity of the machine in Hong Kong is approximately twenty tons per day and the particular importer of this machine anticipated a greatly increased trade with the United States.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. Sweeney, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

"They Took a Stranger for the Job."—Well, they'd rather have taken you, but you weren't *ready*. You only thought you were. You hadn't given the proposition of manager for another store any thought. You were busy on other matters—too much movies, too much play ball, too much lodge. Too much something or other of less importance than real work lost that job for you. Mind you, is isn't that we dislike a good picture; it isn't that we don't enjoy an hour or two on the diamond, and we are something of a "jiner," but it's the everlasting thought and talk about these things that cripples fellows.

If you want to be eligible for the next store opened, show spirit where you are. Dig into your work as though you meant it. Show absolute interest in every detail, and you may just rest assured that "they won't take a stranger for the job."

* * *

"It Couldn't Be Done—but He Did It."—It was only a matter of radishes. But the fact that he actually sold at retail seven barrels on a Saturday and in a country town where "everybody has their own garden," meant some plugging.

He leaned a 4 x 6 board in the window Friday night, narrow end up and packed it with bunches of red radishes and the card read: "Four bunches for 10 cents." It was certainly striking and did the trick. Saturday before that he sold 400 bunches. "That's nothing," says Mac, "I'll sell 1,400 next Saturday." "Crazy, man dear, you can't do that in this town." But—"with a tip of the chin and a bit of a grin he rolled up his sleeves and he did it."

* * *

Bottled Soda Water—Cold.—Just what the automobile people want. Maybe a hundred cars pass your store every day, maybe less, maybe more.

A card like the above placed in the window will sell a lot of soda. It pays to keep it cold. It pays to meet legitimate conditions always, for that matter. The more alive we are to these conditions the more we will grow. A good merchant never lets things alone. A good clerk falls in line and is glad of it.

So this simple card in the window will break all records for summer soda selling. Have the word "cold" in red letters. See that the sign is made by an artist. A cheap looking card makes the soda taste cheap.

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

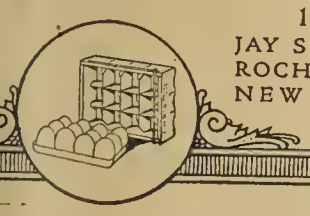
The Star System

For Safe Egg Handling

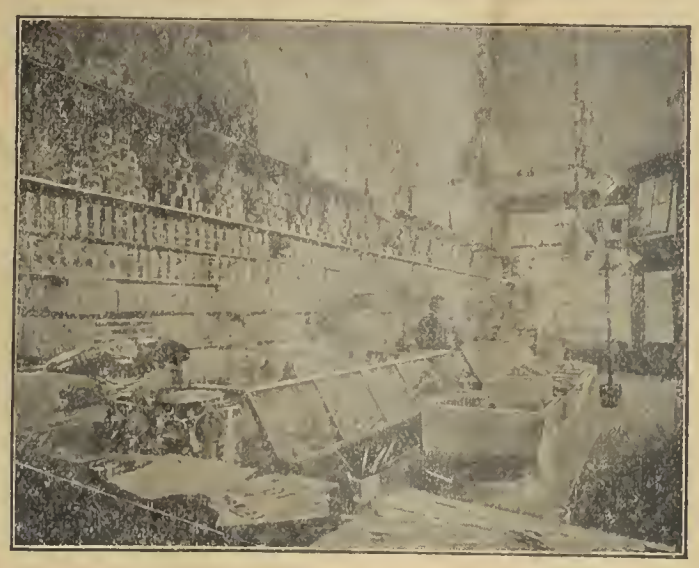
Please your customers and you'll have more customers to please. Star Egg Tray delivery pleases the housewife because it is sanitary, and every egg is in plain sight and conveniently reached. And, she is glad indeed to be free from the annoyance of cracked and broken eggs.

Our booklet No. 210 tells all about Star Egg Carriers and Trays and the added profit they make possible. Write for a copy.

STAR EGG CARRIER & TRAY M'F'G COMPANY



1517 JAY STREET ROCHESTER NEW YORK



We Sell You 25 Per Cent. More Shelf Room

Selling you 25 per cent. more shelf room for the price of a few **Baines' Brackets** is like offering you a gold dollar for a quarter.

Nevertheless, that's exactly what our proposition amounts to.

We guarantee that **Baines' Brackets** will increase your shelf room a full fourth, not by performing a miracle, but simply by giving you back the space that the old-fashioned shelf supports have used up. With these brackets, you have the clear shelf free.

PIQUA BRACKET COMPANY

PIQUA, OHIO

We've Waked Up Raisins

We've put life into this department of the grocery business, with ıe only brand of raisins that has ever been nationally advertised.

SUN-MAID Raisins

Thousands of dollars every month are going into advertising in ıll pages of The Saturday Evening Post, colored pages in The adies' Home Journal, and local newspapers. This is making a :mand for this raisin that has never existed before for any raisin. **Take Advantage of This**—Make up your mind that the raisin :mand is waking up or you are going to miss a lot of rich business. 'e have stabilized the raisin market for you by eliminating speculaın. Get the full benefit of this national prestige.

Three Varieties—Sun-Maid Raisins come in three varieties: :eded (seeds extracted), seedless (from seedless grapes), and ıster (on stem, not seeded). (262)

Get Them From Your Jobber

CALIFORNIA ASSOCIATED RAISIN CO.

ımbership 8000 Growers FRESNO, CALIFORNIA

BABBITT'S CLEANSER

The Big Seller

The large, new can of Babbitt's Cleanser that sells for 5 cents enables your customers to cut the cost of cleaning in half because it's as big and as good as others which cost 10 cents. It sells twice as easy and twice as fast as any 10-cent cleanser. Extensive advertising is featuring the new package, the low price, and the fact that the Trade Marks are good for beautiful and useful presents. Take advantage of the demand we are creating and see that the showy can is prominently displayed on your shelves. You'll never have a complaint from a customer who uses it.

B. T. BABBITT, Inc.

NEW YORK CITY

Have You a Sunshine Rack?

Every Grocer should have this "silent salesman" where it will attract the attention of customers, because it increases your sales of

Sunshine Biscuits

Ask the Sunshine Salesman

He will tell you about this beautiful and effective fixture and the help it will be to you. The SUNSHINE Salesman will also tell you about sales plans that will bring you increased profits.

You can make more money by pushing

Sunshine Biscuits

because they will please your customers by their wide variety as much as their Quality, Flavor and Freshness; women are always looking for suggestions for luncheons, teas, parties and "nibbles" for the children, and there's a SUNSHINE Biscuit for every taste and every occasion.

LOOSE-WILES BISCUIT COMPANY

Bakers of Sunshine Biscuits NEW YORK

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA.

WHAT TO TELL CUSTOMERS

"This is my rack of SUNSHINE Biscuits—full of suggestions for you."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

CORRESPONDENCE.

To Buy Right.

Owensdale, Pa., May 25, 1916
To the Editor.

Dear Sir:—Would be pleased know where to buy at low pri dried fruits, canned corn and pe tomatoes and salmon, Campbe soups, cakes and crackers. Enclo find stamped envelope for rep

Yours truly,
ALLEN SHALLENBERGER.

This correspondent has been f nished with this information mail.

* * *

A True Hard Luck Story.

Seattle, Wash., May 25, 1916
To the Editor.

Dear Sir:—I was in the business. I am now in storage met with several misfortunes. am just out of hospital. I ha partner, he put the business in ceivership. I have extricated ev thing clear. I lack money to p ceed. If you will insert the inclo ad. and I get party thereby y pay will be $15.

Sincerely yours,
JOHN WALSH

We will publish the matter of advertisement right here with any $15 or without any cha whatever. This is a real hard story and we want to help if can. Here it is: "Want par business notions with $600. treasurer. Coffee experience essential. Will show good th and good deal. Sanitary Co Co., Seattle, Wash."

Store Demonstrations as a Syste

Touching the results of demonstr as a regular store system, the foll is the experience of a retailer who onstrated crackers:—

My first demonstration was h on June 13, 1908, and was v discouraging, as I sold only e packages. Feeling sure I could better than this I tried again, about the same result, selling at next three demonstrations but se eight and four packages, re tively.

Not being discouraged I co my efforts, with these results.—

Period	Dem strat
June 1, 1908, to June 1, 1909	42
June 1, 1909, to June 1, 1910	30
June 1, 1910, to June 1, 1911	34
June 1, 1911, to June 1, 1912	41
June 1, 1912, to June 1, 1913	36
June 1, 1913, to June 1, 1914	
June 1, 1914, to June 1, 1915	36
Totals	243

making an average of 255 p per demonstration.

DO YOU USE PREMIUMS?

If you do, don't fail to consult directory of premium manufactur which is regularly published in t paper. You can get anything in premium line from them at ma facturers' prices.

Pettijohn's Flour

A Modern, Scientific Flour for Use in Place of Graham

Pettijohn's Flour differs greatly from so-called whole-wheat flours. The white part, which forms 75 per cent., is ground separately. It is a very fine grade of patent flour.

The bran part, which forms 25 per cent., is specially prepared and added, largely in flake form.

The result is a delicate product and a scientific health flour, ready for use without further mixing.

Pettijohn's Flour is now advertised in all the women's leading magazines and is fast becoming a staple household product.

It is packed in large round 25c. tubes with removable cover—20 packages to the case.

We ask your co-operation particularly in filling customers' first orders. We will guarantee the sale on a trial case.

The Quaker Oats Company

The Grocery Markets

Tea.

The tea market shows no change for the week. The Congou market is still the feature of the situation and new Congous are being offered and bought on the other side at several cents above normal and several cents above the price of the remaining spot Congous on this side. Other lines show no change and the general demand for tea is quiet.

Coffee.

The coffee market is very dull, but little business being reported. Prices show no change, although the fact that they are being still maintained in the face of the dullness is in itself an evidence of strength. All grades of Rio, Santos, Milds, Java and Mocha remain unchanged on last week's basis.

Sugar.

The sugar market, so far as refined sugar is concerned, is unchanged from last week. The demand is very light; much lighter in fact than it was expected to be over the holiday. Raws which declined a substantial fraction a short time ago, recovered considerable of it and the outlook is now strong.

Syrup and Molasses.

Glucose declined 10 points on Wednesday owing to a decline in corn. Compound syrup is dull at unchanged prices. Sugar syrup and molasses both quiet and unchanged.

Fish.

Mackerel are apparently doing better. Spot stocks are reduced to a very low point and holders are simply getting all they can. Anybody who wants mackerel is paying the price without a complaint. The only sign of the new season is the offering of new Irish mackerel at around $18 in a large way, which is about $6 above normal. There are no takers as yet, but there will be. Cod, hake and haddock dull and unchanged. Domestic sardines are unchanged from last week's basis; demand light. Imported sardines still very firm and high. New Columbia River salmon has not yet opened. Other grades of salmon unchanged and in good demand.

Canned Goods.

Tomatoes show no change for the week. The market is steadily maintained, with a quiet demand. Corn is steadily growing firmer and higher prices on practically everything are likely. Peas dull and unchanged. Apples quiet at ruling quotations. California canned goods, both spot and future, remain unchanged from a week ago; demand slight. Small Eastern staple canned goods unchanged and in seasonable demand.

Dried Fruits.

Prunes are unchanged from a week ago; demand very light. Peaches show no developments and no practical demand. A combination has been organized in California to take care of apricots, and it has agreed to hold its coming crop at 15 cents per pound in a large way, which Eastern operators believe to be at least 5 cents per pound above what it should be. Raisins currants and other dried fruits unchanged and dull.

Beans and Peas.

Pea beans are still very high a very strong. The market in a lar way is ranging from $4.25 to $4. per bushel. Marrows average $ New California limas are bei offered at about ½ cent above t price ruling a short time ago. Th is partly due to the high prices other beans and partly to the la of rain on the Coast, which gro ers say will affect the coming cr Green and Scotch peas are u changed and dull.

Butter.

Butter is steady and unchang with a good consumptive dema The make is increasing as the se son advances, but so is the dema and the price does not seem ve likely to decline in the near futu although the make will doubtl show a still further increase. T quality of the present receipts butter is the best of the year.

Eggs.

The egg market is steady and u changed with a good consumpti demand. There is a slight falli off in the production, but t

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

eather has been favorable to good ıality, and the market is steady the present basis. No important ange seems in sight.

Cheese.

The cheese market is steady at a cline of ½ cent, due to the in- ease in make and the decrease in port demand. The consumptive mand is good considering the gh prices. The make will in- ease as the season proceeds, and there is any further change in e near future it will likely be a ght decline.

Provisions.

Everything in the smoked meat e is firm and in moderate demand an advance of ¼ cent. Pure lard steady and unchanged; compound d is firm at ⅛ cent advance. rreled pork shows an advance of cents, with a moderate demand. ied beef and canned meats are changed and steady.

DIVIDUAL MARKET REPORTS.

Imported Fish Specialties.

.s is usual at this season of the r, the salt fish business is practically d; that is, referring to Holland her- s. Scottish herrings continue to sell moderate way and Norway herrings regular way.

ackerel are dull and featureless. he demand for imported oil sar- s is excellent, but prices are so very that the trade is buying only from d to mouth. There is absolutely no ıge in the situation. In Portugal are catching a few fish here and e and shiping them over, but prices inue high. In Norway they are hing some fish, and quoting them to continually at those high prices ch we cannot afford to pay, and ch prices the Norwegian packers to be able to realize from the pean buyers. Here the business in wegian sardines has dwindled down uch small proportions that it com- s with the business done before the in Norwegian sardines as a moun- to a mole hill. As long as the pean buyers are willing to pay e high prices for both Norwegian ines as well as canned herrings and r products, we shall simply have o without them. The demand for inds of imported sardines is very , and it is only the price that is icting the business.

STROHMEYER & ARPE CO.
w York.

Foreign Grocery Specialties.

e enormously high prices for cot- seed oil seem to be influencing the nd for pure olive oil. Imported oil is selling more freely, steadily tending higher, although not in a nt way, but Italian olive oil im- d in tins is naturally higher and continue to go higher, owing to the ity and very high prices asked for ate. Besides, skilled labor is get- scarcer and scarcer every day in , and it is safe to say that we may ook for any lower prices for pure oil in the near future.

anish red peppers (pimentos) have advanced quite considerably during ıst month or so, so that the demand been somewhat checked on account e high asking prices. Spot stocks

It Pays to Concentrate

SUPPOSE you had to buy every article in your stock, Mr. Grocer, from a different manufacturer? You'd be so busy writing letters, studying catalogues, and sticking on postage stamps and explaining the changes to your customers, you wouldn't have time to sleep. And how much dependability would your customers have in your changing stocks? Take Matches for instance—the grocer who wants his customers to have confidence in what he sells them has no need to carry more than one line. There's a DIAMOND MATCH for every purpose, and at any price—that's decent—and every match backed by the reputation of the largest and oldest match manufacturers in the world.

Anchor your match trade to a line that you know and trust

The Diamond Match Company

The Greatest Match Makers in the World

MEMBER OF RETAIL MERCHANTS ASSN. OF PENNA. — SECURITY — INTEGRITY — OUR NAME IS YOUR

SAY TO CUSTOMERS

"DIAMOND MATCHES never miss fire. You can strike them anywhere and get a perfect flame, without sputter or break. DIAMOND MATCHES have been the best matches for 33 years."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

both here and in Spain are very much reduced and there cannot be any likelihood of lower figures on pimentos before the new goods come into the market, which if nothing unforeseen happens, cannot be before the end of the year, and if anything should interfere with the packing of the goods, it may be later than that, or never. At present tinplate is as scarce as ever in Spain, and shipping tinplate to Spain is connected with more difficulties than one can possibly imagine, so even if the future peppers are being offered at slightly below spot prices, one may not be too sure of getting the stuff over. At any rate, it cannot be over before about the end of the year.

The only garlic now in the market which is of real keeping quality is the Mexican, and it is selling at fairly remunerative prices and rather steadily. The first shipments of new Naples garlic are likely to leave now any day, but surely within the next week or two, but of course, first arrivals are likely to come here in such condition that they will have to be disposed of very quickly for local consumption, as they will not stand shipment. At any rate, the garlic market is not likely to show a strong advance in the near future.

STROHMEYER & ARPE CO.
New York.

Rice.

More seasonable weather conditions in clearing skies and sunshine have led to enlarging transactions and more extended inquiry during the past week. Stocks are only fairly assorted, no large quantity of any particular style is obtainable, and as resupply from primary points is difficult, prices are well sustained. The demand for Honduras continues, of course, principally for the better grades, as buyers are beginning to realize that fancies of this style are worth while at present figures, for the supply of prime fancies especially is very low. Blue Rose is rapidly running out and it now looks like a dearth of this style before the season closes. Taking all things together, the situation shows improvement.

At New Orleans the market continues very strong, with Blue Rose and Japans steadily ascending to a higher level, due to the offerings becoming smaller as the season advances. Extra fancy Honduras and broken rices are in light supply and all offerings are immediately taken up at asking prices.

In the Interior, Southwest Louisiana, Texas and Arkansas, all the mills are practically closed down and many have completely disposed of all stocks. In short, by the 10th of June the mills will have very little rice left and what they have will be composed mostly of odds and ends. The new crop is progressing satisfactorily, but as yet no statistics of acreage are available.

D. TALMAGE'S SONS CO.
New York and New Orleans.

Spices.

The market is irregularly active. There has been considerable trading in some spices at widely fluctuating prices. The freight situation as to ocean tonnage continues unsettled. In fact, conditions are nearly as bad as they were during the early spring months. The trade seems fairly well supplied at present. The usual demand will open up in the course of another three or four weeks and an active market is anticipated.

Pepper.—All grades of black pepper are somewhat firmer. In fact, prices have been advanced ¼ to ½ cent during the week. We look for a steady and firmer market during June. White peppers are in fair average demand at practically unchanged prices.

Cloves.—While unchanged, have been fairly active. Prices are likely to go higher.

Pimento (Allspice).—Are dull and unchanged in price.

Mace.—In only fair demand at steady but unchanged in prices.

Nutmegs.—While they have declined here, it is reported they are very scarce and high in the East. Trading has been rather small during the week.

Gingers.—In fairly active demand at generally unchanged prices. The supply for this year is reported very short.

Green ginger root will soon be in. The article is quoted at high prices for arrival.

Tapioca.—Quiet and slightly easier. Demand is little at this season of the year.

Paprika.—In fair demand. Prices, however, are unchanged.

Seeds, Herbs, Etc.—Herbs generally firmer. The supply for summer needs is small. Seeds in most instances are quiet. Seeds for pickling needs will soon be in big demand and higher prices are probable.

McCORMICK & Co.
Baltimore, Md.

Hearings Begun on Stevens Bill.

House Committee Begins on Memorial Day to Hear Arguments on Measure Which Would Allow Manufacturers of Trademarked Goods to Fix Resale Prices. Nystrom and Westfield Are Speakers.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C., June 2, 1916.

The hearings on the Stevens bill, and its substitutes, which would give the manufacturer of trademarked goods the right to fix the retail price, began before the House Committee on Interstate and Foreign Commerce last Tuesday. The first witness was Paul Nystrom, who is connected with the American Fair Trade League, the organization of manufacturers which is the chief promoter of the Stevens bill.

Mr. Nystrom argued in favor of the bill. Following is a synopsis of what he said:—

The price maintenance principle as embodied in this bill is a necessity of modern business. It will benefit not only the producers and distributors, but also practically all consumers. Its passage will have the following economic effects:—

1. It will reduce trade friction and waste.
2. It will reduce the costs of distribution of goods.
3. It will equalize the conditions of competition between the large and small dealers.
4. It will affect no business adversely except such concerns as use cut prices on standard well-known goods as bait to attract trade to their stores.
5. It will prove beneficial to the great majority of the people.

Trade friction, as the term is used, means the difficulty of keeping goods moving through the hands of dealers, not because of any lack of quality or desirability, but because of the way in which they are marketed. Price cutting on branded merchandise is the principal cause of trade friction. Every price cutting situation of that kind results in trade friction.

The price cutter gains temporarily some additional trade. If his plans work well they result in selling not only the goods upon which he cuts the prices, but a much larger volume of goods upon which he has made no cuts and on which he has made either normal or abnormal profits, more than equalizing the losses sustained on the branded merchandise.

But this manner of merchandising hurts the man situated in a residential district who has been meeting a public want by locating far from the congested district because it reduces the volume of the merchandise on which he can realize a normal profit.

The producer of these standard goods is also hurt, because the small dealer finding his market absorbed by the price cutter, necessarily refuses to handle the standard goods. The result of the price cutting is the exclusion from the market of the man who has labored hardest to produce a reputable article to be sold by all dealers at a reasonable margin for each. The market is turned over to the man who has done least, and has no reputation to lose.

The movement for price maintenance originated with dealers, not manufacturers, but it is equally vital to both. Attempt at maintenance of resale prices have been undertaken by a number of methods, none of which, however, has been satisfactory, since the request for this legislation. If enacted the Stephens Bill will enable the producers of a branded article to fix a price thereon, as he is not in combination with competitors to restrain trade in any way.

Sol. Westerfeld, of Chicago, vice president of the National Retail Grocers' Association, also spoke in favor of the bill, endorsing everything that Mr. Nystrom had said.

HOLT

KIRK, FOSTER & CO. WHOLESALE GROCERS. 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

HIGH-GRADE

Yellow Wax Stringless Beans

CRUISER BRAND

Not the ordinary butter beans but the finest quality yellow wax beans, small, tender and stringless, selected and packed while in their best state; we know of nothing better in this variety of beans.

2 Dozen in a Case, per dozen - - - $1.45

KIRK, FOSTER & CO. WHOLESALE GROCERS 209 NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

IN WRITING TO ADVERTISERS KINDLY MENTION "MODERN MERCHANT AND GROCERY WORLD"

Overland

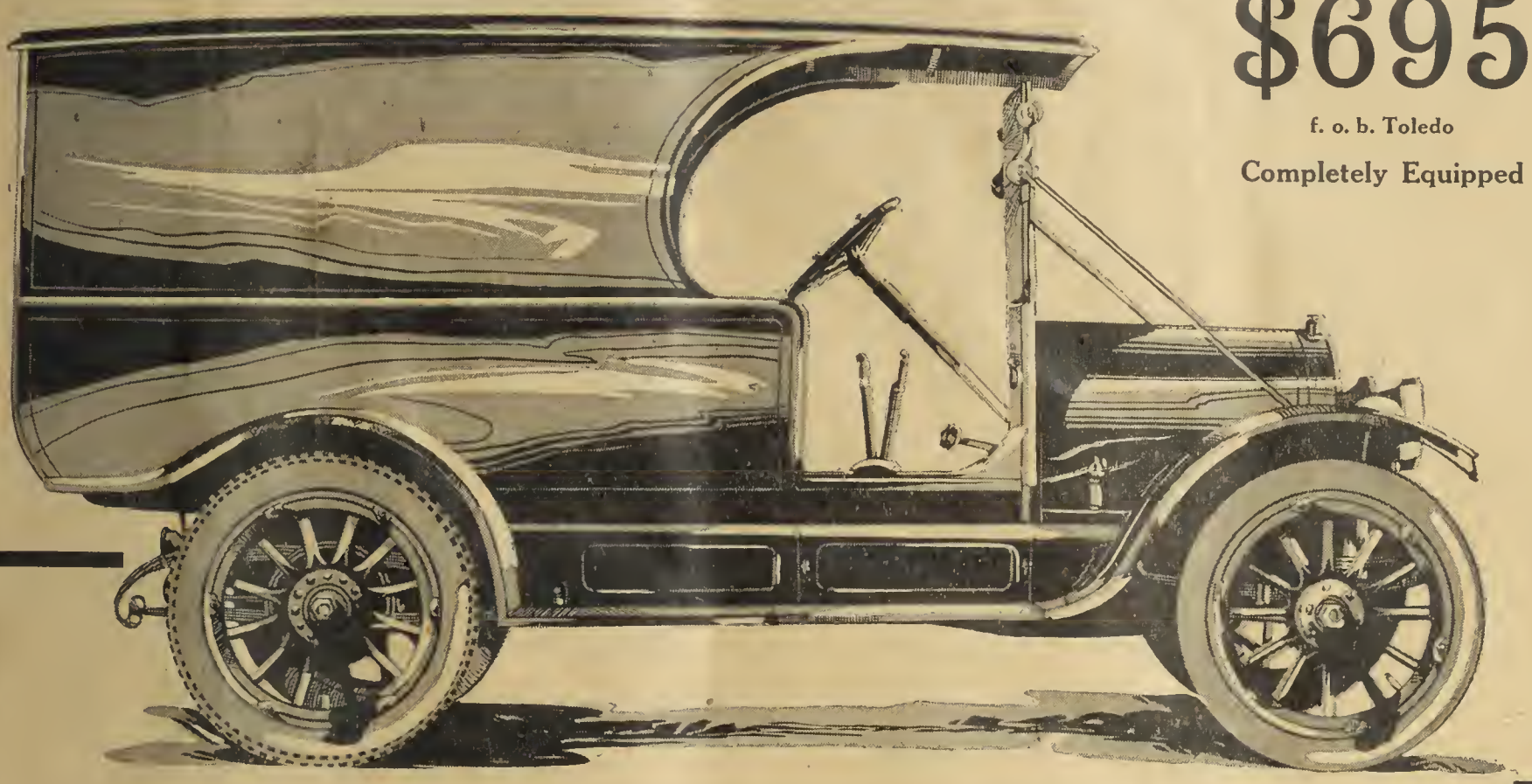
TRADE MARK REG

MODEL 83-B

$695

f. o. b. Toledo

Completely Equipped



Here's a Typical Case of Overland Efficiency

"In six months I have driven my Overland Delivery Car 4,688 miles" writes Mr. F. W. Crawford, an egg dealer of Kansas City.

"My total outlay for gasoline, oil, tires and all running expenses for the six months has been $51.79.

"My horse and wagon which I used before cost me $18.00 per month without any repairs on the wagon, harness and shoeing of the horses, *and I have doubled my business since I put the car on.*"

Mr. Crawford's experience is not unusual.

You can get just as satisfactory results.

This big, roomy Overland, will meet *your* requirements—*and meet them economically.*

It will cover vastly greater territory than is possible with horses—and in a remarkably short time.

It is quick, powerful and easily handled in traffic.

And its equipment is complete to the last detail.

No other car can give you anywhere near the advantages of this Overland, at anywhere near its price—$695.

Ask our dealer to prove these statements. He'll gladly do it.

We also supply the Overland Model 75 Screened Side Delivery Car for $595, f. o. b. Toledo.

Catalog on request. Please address Dept. 196

The Willys-Overland Co., Toledo, Ohio

"Made in U. S. A."

Salesmanship Ain't as Big as Buymanship.

I'm hearing so much of this blame talk about salesmanship—salesmanship—salesmanship that I'm getting pretty sick of it. If you ask me, it don't mean half as much as some people think it does.

Buymanship is the thing that's got salesmanship skinned to death. Yes, sir, buymanship. The fellow that can buy, can skate fancy figures all round the fellow that can sell. For listen here—you know this is the plumb truth—if I've got my stuff bought right, a deaf and dumb idiot can almost sell it.

Ain't that right?

I saw a fellow have a fit in a customer's store the other day and it struck me right away what a peach of a scheme he could have to buy *everything* right.

He was the only son of a well-fixed mother, and he didn't work—just sat around home and went out and bought stuff for the house sometimes, when he wasn't busy having his fits.

The time I saw him he had just got through asking how much some chocolate cakes were a pound. The minute he was told, bing—he fell down in this fit. I was right there: in fact I was too scared to move. I don't like fits. This was some fit—I never saw one that seemed to be so conscientious to do everything a fellow can do when he has fits.

The hunch come to me—if he could train his fits to happen every time he pushed a button, he could go into stores, ask the price of something, and then right away have one like he'd been scared into it by the price, d'ye see? Can you beat that? Ain't it great?

At first nothing would happen, but after a little while the storekeepers would all get on. "If you ask that fellow a big price, he'll have the fiercest fit you ever saw, right on your floor!" So everybody'd be scared to ask him much of a price, and he'd own every store in town in a week. They couldn't keep him out, you know—he'd have a right to go in there, and you can bet your neck that it would be "going down" whenever he came in.

What's the use of having fits if you can't use 'em? First I was going to speak to this fellow about it, but I decided I wouldn't afterwards. How did I know he would appreciate what I was doing for him?

I almost wish I'd learned to have fits myself when I went to school, so I could reduce the high cost of living now. Just think of what a fellow could do with a wife and six children all trained up to have fits every time a store asked more than eight cents for Kellogg's corn flakes! Great gumdrops, what a holy cinch!

But everybody can't work a scheme like that when he buys goods, so he has to work other stunts. I've got a customer who's the very devil as a buyer. When you quote him a price he don't like, which means every price you quote him, he don't do a blame thing but laugh. And the worst of the thing is, you don't know why he's doing it, but you have a sneaking suspicion that he's found out somebody's got a better figure.

Now on a lot of stuff you know nobody quotes the same price to everybody. How much you sell a man has a lot to do with it, and believe me, so does whether his standing is all right. That last has a heap to do with it. So when I go into this man and quote him a price and he lays back there and laughs, he's got me guessing.

"Say, old man," I said last week when he did it, "let me in on why you laugh, will you?"

Not a word—just more laugh.

"What do you know, anyway?" I said, "or what do you think you know? Have you found out that I've got a hole in the toe of my left sock, or that my Aunt Sally has two thumbs on one hand? By George, that laugh gets my goat!"

"Twenty eight cents, eh?" he said, "Ha, Ha, Ha! Nothing to-day—noth-ing to-day. Ha, Ha, Ha!"

Can you beat it? What can I do with a beef like that? I want his business—he's a good buyer—and maybe I *could* do a leetle bit better than 28 cents. So I do the leetle bit better and get the order. And the chance is nobody else has offered him goods for less than 28 cents and he didn't know a durn thing about my selling one or two people for ½ cent off. He didn't lie to me—he didn't say a blame thing; he just got off that laugh, and that did the work.

I could no more do that than that I could be a good mother. If I laughed that way, people would think I was dippy or drunk, and instead of cutting their prices for me, they'd shovel me into a bag. Nope, I couldn't do that. But there's a whole lot of buyers that get stunts like that down to a system. One man says "you've got a gall coming in here asking me a price like that." Another one says, "*twenty-eight cents*! Not on your life!" and so on. Every blamed one of those stunts is done to make the salesmanship fellow think his price is high. Sometimes it is high, but more often it ain't. They may not have a blamed thing to go on.

Is that honest? That depends on what you mean by honest. As honest goes nowadays, I suppose it is. But it ain't honest to say right out, "I can do better," when he can't. Some of 'em do that, and I always sleep better that night if I know they can't and can call their bluffs right off the reel.

Speaking about buying right, I'll never forget one time last year when my boss picked up a block of stuff in New York at a bankru sale. It was good staple stuff a he got it full 10 per cent. unc the market. He made a close pr on it and gave it to us boys to s the next trip. I knew there was anything on the market to touch and when they gave me th laughs, and their bluffs abo "you've got a gall" and so on, all t time knowing that the thing wa plumb bargain, I gave 'em t merry ha, ha and was as indepen ent as a hog on ice. It didn't with me that time, and while I h that stuff to sell I carried a cl around on my shoulder all the tim I offered to bet one customer a hu dred dollars that he couldn't b that price, as he said he cou Some nerve that—I had $3.48 a a toothbrush in my clothes then a if he had called the bluff and ma me put up I'd have sure stabb myself with the handle to the bru But the bluff went, and I got t order.

Gee, I'll never forget that! T greatest thing in the world is goi out to sell stuff that's been boug right—bought better than the oth fellow bought his. It's the l cinch, believe me. It's so big, wh you come down to it, that it's wonder to me we don't spend all o time on that and let the salesma ship come along afterwards.

THE STROLLER.

Pennsylvania Organization Notes.

Mr. Smedley addressed the membe of the Plymouth Association on Tu day, May 23d. The attendance was small but interested one, and some pla were outlined for more progressi work. There is no apparent reas why the Plymouth merchants shou not support an organization; the co census of opinion is that one is bad needed.

* * *

On Thursday, May 25th, there w held at Williamsport a joint meeting the wholesale and retail grocers Malta Hall. There was a big atte ance and a most interesting meeting w the result. Mr. A. M. Graves and M Smedley, of Philadelphia, addressed t meeting. Brief talks were made Messrs. Bubb and Gray, representing t wholesalers. President White, of t local association, told of some of t achievements of the organization a invited all present to join in the wor Afterwards lunch was served.

* * *

On May 24th Mr. Smedley addresse the retail grocers of Wilkes-Barre a meeting called by the wholesalers a held at Hampton Hall. Twenty-o

ers signed the cards of invitation they, were hosts of the retailers. Arjay Davis and A. M. Graves, re-ively president and secretary of the State Wholesale Grocers' Associa- were present and made splendid sses.

e meeting was attended by over 400 grocers and it was a most in- g occasion. The real object of eeting was to "get acquainted," and was successfully done. There was music, inspiring singing and a lunch.

who were present seemed to feel the meeting was a big success.

* * *

Smedley addressed the salesmen s. A. McAteer & Sons at Pittsburgh ay 26th.

* * *

American Specialty Men's Asso- n of Pittsburgh gave a dinner, to the ladies were invited, on Sat- May 26th. It was an enjoyable

* * *

Retail merchants of Montgomery bout to form an association. Mr. ley has been invited to make an ss and assist in the organization.

* * *

sburgh has organized a Central ntile Council, consisting of repre-ives of local associations of every f mercantile business in the city tsburgh.

resentatives from each body will a "Trade Council" and will take matters of interest to business o abate trade abuses and to assist education of the merchant to a standard of business. Especial on will be given to legislation ng the various trades. C. A. Bell Retail Grocers' Protective Union, etary pro tem.

* * *

picnic of the Retail Grocers Pro- Union of Pittsburgh will be held t View Park on July 19th.

* * *

Watsontown Association is on om. Many new members are be-ded and plans are being made for es which will result in the devel- t of all the interests of the town.

* * *

next convention of the State As- on of Pennsylvania will be held dford August 22d, 23d and 24th, Y. M. C. A. Building. Every nt in the State should plan to at- his convention. It will be a big Bradford is famed for its hos- and those who visit Bradford ttend the convention will have to regret. Bradford has good and every possible effort will be rth to make the visitors' stay le.

* * *

Lock Haven Association has just a successful window dressing , in which twenty merchants par- d. The winners were Mr. Kein- W. Bridgens & Sons and Shaffer, & Hopkins.

Used in Dozens of Dishes

Borden's Peerless Brand Evaporated Milk Has a Big Sale for Cooking Purposes

BORDEN'S EVAPORATED MILK is not only used for tea, coffee and cereals at the table, but many delicious dishes can be made from it. It is better than raw milk for many dishes, because it is so rich and creamy. Encourage your customers to bake cakes, cookies, doughnuts, to make soups, pies and croquettes with BORDEN'S EVAPORATED MILK. They will be pleased with its flavor and quality and will become steady purchasers, thus increasing your sales. All your customers buy milk and YOU ought to sell it to them; you can if you try. BORDEN'S EVAPORATED MILK is made by the most modern process—only the water is taken out of the milk and absolutely nothing is put into it. Our constant advertising and established reputation makes BORDEN'S EVAPORATED MILK easy to sell.

Borden's Condensed Milk Company

"LEADERS OF QUALITY"

Established 1857 **NEW YORK**

WHAT TO TELL CUSTOMERS

"You can always depend on BORDEN'S EVAPORATED MILK because it is made from the richest cow's milk by a sanitary process that preserves all its food value and creamy richness. Try it this week."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

No. 366.—A Question to Ask Yourself When Employees, Collectors or Agents Hold Out Money.

A case which recently came within my own experience seems to make it clear that there is need of explanation as to the legal difference between money held—as for instance, by an employee—under claim of right, and money simply not turned over, as where an employee collects it and appropriates it to his own use. In the first case it is never safe to issue a warrant, and he who does it is liable to be made defendant in an action for damages for malicious prosecution or false arrest. In the second case arrest is not only safe, but is the logical and proper thing to do.

Cases are constantly happening wherein an employee whose duty it is to collect money for his employer, fails to turn it over. Sometimes, perhaps usually, the reason is that he has spent it. He is an embezzler and of course can and usually ought to be arrested. But it often happens that the employee refuses to turn it over because he says he doesn't owe it. His employer owes him something, and he decides he will just hold what he has collected as security for his own claim. The employer who arrests an employee that takes that stand, even though the employee's claim is wholly unfounded, is very badly advised.

Within the past month a case has been decided (Iowa Supreme Court) which will serve as a very good illustration. A corporation with headquarter sin Scranton, Pa., employed a local agent in an Iowa town, whose work was supervised by a district agent. The district agent discharged the local agent; who at the time held certain money belonging to the corporation. The district agent demanded the surrender of this money, but the local agent refused, claiming that the company owed him something. He refused to pay the company until the company paid him. The district agent told the corporation that the local agent was short in his accounts and asked if he should have him arrested. The corporation said to get the advice of a certain attorney and follow it. The local agent was arrested and later hesued for damages for malicious prosecution. He recovered a substantial amount. The corporation made all sorts of defenses, mostly technical, but the court said that when it placed the matter in the hands of the district agent and the attorney, it had practically consented in advance to anything they did. Obviously, the court said, the district agent thought he could settle the matter quickly by the use of criminal proceedings and the corporation that gave him authority to do that was legally responsible.

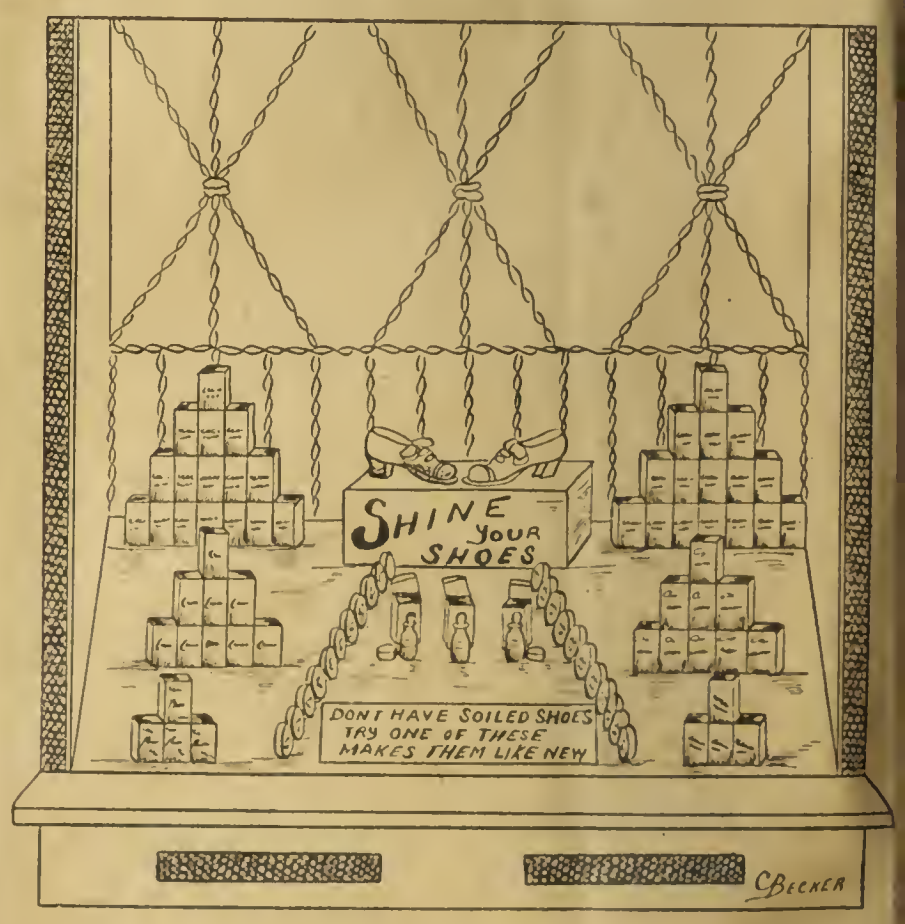
There is a very great and vital difference between the act of a man who says: "It is true I have some of your money, but I refuse to turn it over because I have a right to hold it," and the act of a man who admits that he has the money but sits silent when payment is demanded.

Not long ago in Chicago a commission merchant to whom certain goods were consigned, to be sold for the account of the consignor, held out part of the proceeds on the ground that he was entitled to an increased commission on a certain part of the consignment. The whole amount was less than $50. The consignor became very angry and went to Chicago personally and had his consignee arrested on a charge of larceny! When the case was heard the court at once set the consignee free, because he had not stolen the money, but had held it under a claim of right. And whether the claim was good or bad made no difference.

At once suit for malicious prosecution was instituted against the hot-headed consignor, resulting in a verdict against him of $1,000. The case is now in the Appeal Court, but I have no idea that it will be reversed.

The first thing to ask yourself when any employee or agent who has collected your money refus fails to turn it over is, why 'do refuse? If it is because he cl the right to hold it, no matter flimsy the claim is—if sincere— it is putting your head into the l mouth to issue a warrant. course thieves and embezzlers justify holding out of other pe money by a claim of right. claim of right must have bo legal and moral foundation. instance, suppose an employ suddenly discharged. He claim house owes him money. The h denies it. The employee goes t safe or the cash register an stracts enough to cover his c That is larceny, even though claim was a good one. No ma pay himself in any such fas But the position of an employee had collected money for his ployer, with the latter's consent still held it, would be different. would not be guilty of larceny

Weekly Window Display Suggestions



Shoe Polish Display.

The shoe polish trim is arranged as follows: Cover the bottom of window with white crepe paper. Directly in front place a neat sign and letter as illustrated. Back of this and in the center, place a box of kind displayed, showing contents. On either side arrange a row of polish round boxes. In back of this place a box, cover with the crepe paper letter as shown in the illustration. On it place a pair of Oxfords, one soi and the other perfectly clean and polished. Arrange pyramids of the pol around in the window. Run some of the white crepe paper across the wind at the rear. Cut strips of pink crepe paper about two inches wide, twist th and trim as shown.

ised to hand it over on the plea
t his employer was indebted to
. Even if his plea was ground-
it would not be safe to arrest
unless the employer had full
fs in his possession that the
was merely a subterfuge to ex-
the larceny. In that case, it
ld be reasonably safe to issue a
rant.

(Copyright, June, 1916, by Elton J. Buckley.)

TE.—Requests for information in department should tersely set out ll all the facts bearing on the case, all questions should be carefully ed to avoid misconstruction. Write ne side of the sheet only. Letters ld be received at this office not than Tuesday of each week, to en- an answer in the Monday's issue wing. The signature and address ne writer must accompany all in- es, and will be published un- here is a request not to do so. All ries received will be answered ut charge. Address all communi- ns to Legal Editor "Modern Mer- and Grocery World."

Proposed Combination to Increase Foreign Demand for Our Food Products.

American food manufacturers are sted in a measure which the Fed- Trade Commission has laid before dent Wilson, permitting American rters to combine for the purpose inning foreign trade. The Trade nission's measure would authorize erative associations or selling ies formed for the exclusive pur- of engaging in export trade, pro- that nothing done by such associa- or agencies restrains trade within nited States. The bill further pro- that the Federal Trade Commis- shall have power to prevent Ameri- engaged in export trade from using r methods of competition against ican competitors, even if the acts ituting such unfair methods are in foreign countries. Another pro- is that every association or selling y engaged in export trade shall ith the Federal Trade Commission ntract of association, the location offices or places of business and information with regard to its ership. Canned food packers are ly interested in the plan of the al Trade Commission because, ex- n a few cases, canners aren't large h to make it feasible for them to the export field directly as indi- concerns.

Waste Paper Balers

$12.00

AND UP

Buckeye Baler Company

29 N. Main St. FINDLAY, OHIO

DEALERS' NOTICE:

UNITED PSC

W. Wrigley Jr. Co.

announces a

New Trade-Gripper

FULL OF PEP!

Delicious double-strength Peppermint chewing gum with the added attraction of a

United PROFIT-SHARING Coupon

in each 5c package.

It is being extensively advertised throughout the country:

Double wrapped and sealed. And every box has a 5-coupon certificate free to *you!*

Get in on this "Peppy" Campaign!

WRIGLEY'S SPEARMINT is a strong seller, too, and now has United Profit-Sharing Coupons. *Keep up your profits* on the "Wrigley Twin Mints," the biggest nickel's worth of pleasure and profit possible to buy!

Order from your Jobber to-day

TELL CUSTOMERS

"The Wrigley chewing gums are a big 5 cents' worth. United Profit-Sharing Coupons with them now—good toward valuable presents."

MEMBER OF RETAIL MERCHANTS ASS'N OF PENNA.

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Science of Retail Advertising

This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent in for this department should be addressed to the Editor of Science of Advertising. They will be filed in their order and taken up in strict rotation.

Pittsburgh, Pa., May 25, 1916.
Editor "Science of Advertising."

Dear Sir:—I have been thinking of writing you for some time, to know what you think of the retailer advertising nationally advertised brands, like Kellogg's Toasted Corn Flakes, Postum Cereal and so on. I have read and thought a good deal about nationally advertised goods, and believe in them, but have never been able to make up my mind whether the retailer ought to advertise them and try to sell all he can, or just stock them and sell what were called for. A great many advertised goods are sold close, and it would not be policy to spend much money advertising them, still, I believe in handling them, as they bring trade to the store. Please advise your readers what attitude the retailers ought to take about advertising nationally advertised brands to the public, either by his local newspaper or in his store paper or circulars.

Yours truly,
JOHN R. CONKLIN.

I believe a retailer will find it profitable to advertise some nationally advertised products, but not in the way I have seen some retailers do it. For instance, not long ago somebody sent in a local town paper in which a grocer had advertised Welch's grape juice. He had gone into details about it as deeply as the manufacturer does in his advertising—told about the grapes it was made from, the process of manufacture, and so on. I should never have done that. A card or a line, "We Handle Welch's Grape Juice," would have been enough for any retailer to do. The manufacturer should be looked to, to tell consumers what his product is, and he is doing it. The public know all about these nationally advertised brands. It is a waste of time and money for a *retailer* to attempt to say anything. "We handle it" is enough to yoke the store up with the national advertising.

If I were a retailer, I should not advertise some nationally advertised goods at all. Take Postum Cereal, for instance. Consumers will take it for granted that every grocer sells Postum Cereal, and they will look for it there. In the very nature of things the store is already connected up with Postum advertising, and it isn't necessary, in my opinion, even to advertise "we have it." Even where a product is being newly advertised in a national way, I should not advertise much about its character or quality. I should use something like this:—

WE KEEP PATINOS

the delicious new quick-made dessert that is advertised on page 43 of

This Month's Ladies' Home Journal

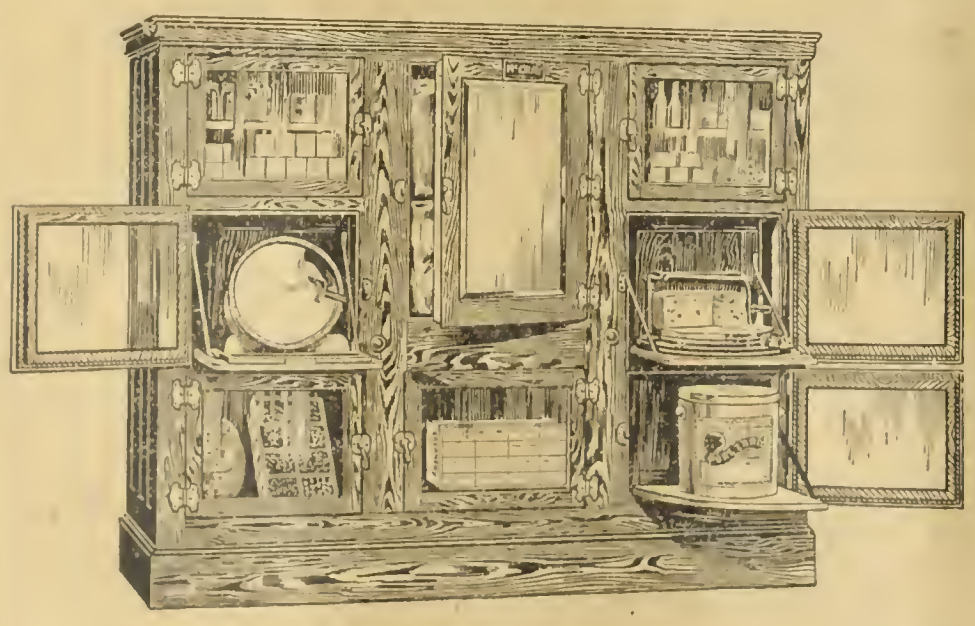
This wastes no space discou
on the character or quality o
brand, which is the manufact
business, but merely makes th
nouncement that is needed to
nect up the store. It also ar
curiosity, which is never a bad
to do. I should put a small sig
the window with the same n
on it, or make a window displ
the brand with a sign, "Th
Patinos, the delicious new q
made dessert, advertised, etc.,

Written for the "Modern Merchan
Grocery World."

A New View on the Spec Stamp Idea.

Western Contributor Says Main culty is That Manufacturers R to Be Bound by Anything N the Written Order.

I have been greatly interest
the articles in the "Grocery W
and General Merchant" from
to time setting forth the great
fits accruing to the trade in ge
by the use of the "specialty st
of the American Specialty M
facturers' Association on spe
orders. But in none of these
ments have the writers gone t
real kernel of the matter. Wi



McCray Grocers' Refrigerators

Their construction is scientific. It provides for a constant, rapid circulation of cold dry air through every compartment. All impurities and odors are carried off through the water sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged for either ice or mechanical refrigerators, Or, if you desire our expert draughtsman will design a refrigerator to meet your exact needs and to conform to any store arrangements.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. No. 61—For Meat Markets and Gen. Storage
No. 72—For Residences. No. 50—For Hotels and Restaurants.

McCRAY REFRIGERATOR CO., 636 Lake St., Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

t this time submitting any lengthy pinions, I desire to state a convic- on which is the result of twenty- ve years' association with specialty lesmen on the road and a very ide knowledge of their methods d weaknesses.

Difficulty arises not from the esence or absence of the stamp. realize that the stamp to a certain tent is some protection to the job- r, yet it does not keep him out of ouble with his customer, nor keep m from losing the customer if he es not make good the terms of the ritten order, and also the terms ggested by the conversation of e salesman.

The manufacturer invariably ands upon his legal right by as- rting that the signed order con- ins all of the terms of the con- act, and it is finally beginning to oak in" on the retail merchant at statements made by specialty en cannot be relied upon, and erefore the business of the spe- alty salesman is decidedly on the link" in these parts. Nine out of n specialty salesmen will promise ything or make any statement natever that will influence the erchant to buy, knowing very well at his employers are not bound his representations, but the job- r and jobber's salesman inherits e difficulty, and either lose money the customer before the matter adjusted.

R. S. Marsh.

Pittsburg, Kan., Mary 29, 1916.

Week's Dry Goods Business.

Marshall Field & Co., in their weekly iew of the dry goods trade, say:—

Current wholesale shipments of lry goods have been in larger vol- ime than for the corresponding per- od of 1915.

Road sales for immediate delivery how a handsome increase over the ame week a year ago. For fall de- ivery they continue strong, running bout the same as the correspond- ng period last spring.

Customers have been in the mar- et in much larger numbers than luring the same week last year.

Collections are normal.

Men With Sales Ability

We have a few desirable openings for men of this type to call on Grocers in connection with Star Egg Carriers and Trays. Sixty-three per cent. of the grocers of the country are already using Star Equipment. To men with proven selling ability we can offer an exceedingly interesting proposition.

For particulars, apply
STAR EGG CARRIER AND TRAY MFG. CO.
1113 Jay Street
ROCHESTER, N. Y., U. S. A.

Franklin Carton Sugars Include Every Fast-selling Grade

The **Franklin Carton** enables you to make a profit on **all** your sugar sales because we pack every fast-selling grade of sugar in it, including **Franklin Granulated, Franklin Dessert and Table, Franklin Cube, Franklin XXXX Confectioner's** and **Franklin Powdered,** thus making it easy for you to satisfy your customers by selling them any kind of sugar they wish in a clean **Franklin Carton.**

The Franklin Container

The **container** in which **Franklin Carton Sugar** is packed is a strong fibre board case that is guaranteed to carry its contents in perfect condition, but is easy to open—just slit the top with a pocketknife.

Capacity of Cartons and Containers

Original **containers** of **Franklin Carton Sugar** hold 24, 48, 60 or 120 lbs.—according to the grade—as follows;—

FRANKLIN GRANULATED SUGAR is packed:—

2-lb. or 5-lb. CARTONS, 60-lbs. to the CONTAINER. Same size CARTONS 120 lbs. to the CASE.

DESSERT AND TABLE in 2-lb. CARTONS, 48 lbs. to the CONTAINER.

POWDERED and XXXX CONFECTIONER'S in 1-lb. CARTONS (with paraffine paper lining) 24 lbs. to the CONTAINER.

CUBE in 2-lb. CARTONS, 48 lbs. to the CONTAINER.

THE FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA

"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar"
FRANKLIN CARTON SUGAR is guaranteed full weight and refined CANE sugar

MEMBER OF RETAIL MERCHANTS ASSN OF PENNA. — SECURITY INTEGRITY OUR TRADE

WHAT TO TELL CUSTOMERS

"When you buy FRANKLIN CARTON SUGAR you can be sure that it is clean and dry, not lumpy and dirty; we would rather sell it to you than sugar we have to buy in a barrel, because we are sure it will give you better satisfaction."

This is one of the firms the sale of whose products helps organize the Pennsylvania Retail Merchants

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 110.

We offer Lipton's Tea at bargain price—300 pounds at list prices, less 10 per cent.; Yellow Label, Red Label, Pink Label, Olive Label; half-pound and one-pound packages.

CUPP GROCERY CO.,
Johnstown, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes. Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit. HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25 pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & CO.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps. ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

One case Lux Washing Powder, wholesale cost, 8 cents each; retail, 10 cents; we will sell them for 5 cents.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 133.

I have an A No. 1 American Slicing Machine, as good as new; all know the merits of this machine, also the selling price; will offer it at the low price of $85, or what will you give for it? For counter use.

H. J. GUNDAKER,
615 E. Walnut St., Lancaster, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

They Will Buy If You Will Sell

¶ Your customers are every day seeing our **Chase-O** advertising and are ripe to buy if you will sell. Let **Chase-O** once get in a kitchen and it's a fixture forever. **Chase-O** almost does a family wash alone.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower

The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible tip steel and fastened to floating knife bed. This bed knife bar rests on the rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern hant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in ge to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

NTED.—Grocers' tea and coffee sman to handle my line of store ures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

NTED.—Experienced groceryman ake charge of sales department of blished chain of retail grocery stores. e experience and references. Ad- s X Y Z, care Grocery World Pub- ion Co., 927 Arch St., Philadelphia. 25

OR SALE OR RENT

FOR RENT.

R SALE OR RENT.—One of the t up-to-date meat, grocery and sau- factory businesses in Pennsyl- a; laid out for headquarters for n stores; owner is interested in r business. Address O. W. N., care ery World Publication Co., 927 St., Philadelphia. 7

STORES.

R SALE.—At Vineland, N. J., meat grocery store doing good business; lished over twenty-three years; t $3,000 required, or stock can be ced some. Address W. E. Jenkins, land, N. J. 24

R SALE.—First-class dry goods grocery store; location of the very ; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

FIXTURES.

FOR SALE.—One McCaskey Register, in first-class condition; late model; cheap. Address Harry E. Swan, Hudson Falls, N. Y. 23

MISCELLANEOUS.

FOR SALE.—We have 55 one-gallon cans of Fly-Shy, put up by the Standard Chemical Mfg. Co., Omaha, Neb. Also 36 one-quart cans on hand which we wish to dispose of. The gallon cans retail at $1. We will sell the gallon cans at 50 cents each and the quart cans at 15 cents each, f. o. b. Lock Haven. Address McCloskey Bros., Lock Haven, Pa. 26

FOR SALE.—One International Harvester Co. truck, 1,500 pounds capacity, for sale or exchange, f. o. b. Cartersville, Ga.; will take merchandise or fixtures in exchange and will accept first reasonable offer, as I have quit the special trip for which we bought this truck. Address L. Hannon, Atco, Bartow County, Ga. 26

BUSINESS OPPORTUNITIES.

FOR SALE.—An old-established general merchandise business, in good mill town of over 5,000, glass houses, by-product coke plant, sand and block quarries; did $37,000 last year; stock and fixtures at invoice; reasonable discount. Will sell brick business block located on trolley line and near three railroads, Western Maryland locating shops and yards near the town. Address Geo. H. Swearingen, Dunbar, Pa. 24

COLLECTIONS

SQUARE DEAL ON COLLECTIONS. —No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR

STAMP FOR SAMPLE

THE ADVERTISING WORLD, Columbus, Ohio

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Curren

CORRECTED WEEKLY, JUNE 5, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradisb	17
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	26
Oatmeal	14
Oils	19
Olives	19
Oysters	16
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fisb	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	
Tapioca	
Tea	
Tobacco—Plug	
Toilet Soaps	
Vinegar	
Wood and Willow Ware	
Yeast Cakes	

ADVANCES.

Canned Goods
Eggs
Dried Fruits, Foreign
Preserves, etc

DECLINES.

Butter
Dried Fruits, Domestic
Dressed Meats

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.23
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests	.30	-.31
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra Firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Young Hyson, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼ lb. tins, in 25 lb cases—

	1 lb	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Red Label, I and C	.56	57	.58
Green Label, I and C, For Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C or Mixed	.46	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 1 lb 2½-oz tins, doz.			.90
Sunflower, I and C Formosa Oolong or Mixed, 1 lb 2-oz tins			.90
Sunflower, I and C., Formosa Oolong or Mixed, 1 lb tins		per tin	1.55
Sunflower, I and C, Formosa Oolong or Mixed, 1 lb tins		per tin	2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 13 oz., 3 doz	.37½
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	.75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polisb	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, fancy, choice	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31½
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.19¾
Maracaibo, extra fancy	.18½
Santos, Peaberry, extra fancy	.16
Santos, extra fancy	.16½
Rio, Golden, extra fancy	.15
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	4.15
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs	per box 2 25

BLUING—Liquid.

	Per Gross
Boyer's Bengal 7¼ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl	per bbl 2.20
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per
Creamery specials	
" extra, 60-lb. tubs	
" first, "	
" second, "	
" tbird, "	
" dairy, extra, bakers' use, 30–60 lbs	.26–
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.34–
Print Butter—	
Prize	
Gurnse, lbs. and ½ lbs.	
Awltru	
Honebe	
Star or S. D., 1 lb., 20–50 lb. boxes	
B. B., E. D., 20–50 lb. boxes	
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.3
Sheaf ("400"), Elgin, 20–50 lb. boxes	
Sheaf	.3
White Rock	

CANDLES.

	Per
P. & G., 8s, 30 lbs	.1
" 16s, 30 lbs	.1
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.0
Searchlight, hotel, 16s, 30 lbs	
Peerless, hotel, 16s, 30 lbs	.0
Bright Light, 16s, 30 sets to box	per box 1 2

JARS AND JAR RUBBERS.

Mason's—	Per
Half gallons	
Quarts	
Pints	4 5
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	
Single lip, wide, 1 doz. cartons	
Acme, wide, 1 doz cartons, 5 gross boxes	
" medium, 1 doz. cartons, 5 gross boxes	
	Per
Lightning, pure rubber, bulk	
Reliable, white rubber, wide	
" " medium	
Black rubber, medium	
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per gro
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz	per doz. .17

CATSUP.

Snider's—	Per d
16 oz., 2 doz	2.40
8 oz., 2 doz	
Ritter's—	
Tomato, ½ pint, 2 doz	.9
Tabasco, ½ pint, 2 doz	.9
Beech-Nut—	
Pints	2 2
½ pints	1 3

KETCHUP.

Curtice's "Blue Label," Tomato—	Per ca
Small, 25 bottles	2 8
Medium, 25 bottles	4.5
Large, 12 bottles	3.5

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Faucy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ¼s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, ollve oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
½s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.50
" No. 2, key, 1 doz	4 75

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ¼, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.02½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.75
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	3.65

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	12.25

Potted or Deviled Meats.

The Franco-American Food Co.— Potted Beef for sandwiches, 4 oz., 4 doz	Per doz. .90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.47½
No. ½, 2 doz	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

	Quarts.	Pints.	½-Pints.
The Franco-American Food Co.—			
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz			Per doz. .90
Soups—			
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tall, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95
Armour's—			Per doz
All kinds, No. 1, 4 oz			.90
Campbell's, No. 1s, 10½ oz., 4 doz.—			Per case
Tomato			3.80
Other kinds			3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case			3.25

SPECIAL ASSORTMENTS.

Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa—		
12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 90 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Tollet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1.18

Toilet—	Per case
Extra quallty, 100 rolls	6.75
Good " 200 "	5.75

Butter, Wax—	Per pkg
9x12, abont 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Woll Heavy Drab
¼ lb	15M	.48	.36
½ "	10M	.57	.44
1 "	8M	.77	.58
2 "	6M	1.01	.76
3 "	5M	1.21	.91
4 "	4M	1.50	1.12
5 "	3M	1.74	1.30
6 "	3M	2.12	1.60
8 "	2M	2.46	1.85
10 "	2M	[illegible]	.31
12 "	2M	[illegible]	.36
14 "	1M	4.11	3.11
16 "	1M	4.44	3.33
20 "	1M	4.67	3.71
25 "	1M	[illegible]	4.12

Flour Sacks, satchel bottom—

	Majestic Ex Heavy	Plain
12½ lbs., ⅛ bbl		per 100 .4[illegible]
24½ lbs., ¼ bbl		.[illegible]
49 lbs., ½ bbl		1.60

Notes, Manilla light weight—

	Per lb.
12 in rolls	.4[illegible]
15 "	.4[illegible]
18 "	.4[illegible]
20 "	.04½
24 "	.4¾

—10—

Silk Fibre, No. 1—	
9 in. rolls	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½

Paper Towels—	
25 rolls, 150 towels each, with holder and basket per case	
25 roll lots "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3.00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin palls—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon.	.18
Fancy Jumbles	.16
Frult Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rbode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09¼
Oyster Crackers	.09	.09¼
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	[illegible]
" large, 1 doz	"	2.00
" " with horseradish	"	.....

—11—

Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sitting top, 2 doz.	"	.46
" with horseradish, 2 doz.	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf, less		.....
Sap Sago, 3 to lb	cask, per lb.	.....
" " less than cask,	"	.....
Roquefort	12 in case, "	.....
" less than case,	"	.....
Parmesan, about 30 lbs	loaf, "	.....
" less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per doz.	.....
American Swiss, No. 1	loaf	.....
" " less than loaf		.....
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.20
" " less than ½ box		.22
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Minlature Cream or Phila., 12 in box	.95
Hand, 8 doz	.....
" 4 doz	.....
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked welght	per lb.	.....
Welner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per doz.	.....
Goose Breast, Imported, marked welght, per lb.		.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Bologna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 2.25
Russian Sardines	" .....
" 5-lb. palls	per pail .75
" 10-lb. palls	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.20
Milkers, Y. M	per keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		1.40
Milkers, " bbls		.....
" " ½ bbls		.....

—12—

Marinirte Herring, imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		.....
Spiced Herring, imported, about 40 in pail		.....
Norway Stockfish, dry	per lb.	.22
Matjes Herring	piece	.....

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts		.75
" " 4 quarts		1.25
Roll Mops, 4-quart tin		1.30
" 2-quart tin		.75
" quart tin		.....
Kruger's Roll and Brat Haring, oval tins, doz.		.....

Russian Sardines.

Imported, Wallkoff brand	per keg	.....
" 5-lb. pails	per pail	.....
" 10-lb. pails	"	.....
Cut Spiced, 10-lb. pails	"	.....
" 5-gal. keg	per keg	.....
Russian, in glass jars	per doz.	.....

Norway Anchovies.

Fancy, keg		.....
" ⅛ keg		.....
" ¼ keg		.....
" ⅓ keg	per doz.	3.00
Original package	per ⅓ bbl.	.....
Repacked, 5-lb. palls	per pail	.....
" 10-lb. pails	"	.....
" 5-gal. kegs	per keg	.....
" ½-lb. flat tins	per doz.	.....
" ½-lb. tall tins	"	.....
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker	.....
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	5.25
" large tumblers	"	.....
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	.....
½-lb. tins	"	.....
¼-lb. tins	"	.....
⅛-lb. tins	"	.....

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask	.....
50-gal. bbls., about 1200	per bbl.	12.00
15-gal. kegs, about 500	per 100	.....
10-gal. kegs, about 300	"	.....
5-gal. kegs, about 150	"	.....
10-lb. pails, about 50	per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask .....

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	.....
48-gal. bbls	per bbl.	5.50
10-gal. kegs	per keg	2.00
5-gal. kegs	"	1.15
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	.....
Spitzkugein	"	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle		.....
Basler Lebkuchen, No. 1, 6 in pkg.,	"	.....
" No. 2, 6 in pkg.,	"	.....
" No. 3, 6 in pkg.,	"	.....
Amandines, 9-lb. tins	per tin	.....
" small tins	"	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg		2.50
" " 10-gal. keg		4.50

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag	.....
Green Kern	per lb.	.35
Potato Flour	"	.05½
German Dried Pears	"	.....
Dried Mushrooms	"	.....
Juniper Berries	"	.08
St. John's Bread	"	.....
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans		7.20
Tierces, about 350 lbs		.13
½ bbls., about 180 lbs		.13½
Tubs, about 65 lbs		.13½

CHEESE.

New York, full cream, fancy, old, 40 lbs		20
" " choice, new, 35 lbs		19
Picnics, full cream, fancy, new, 20 lbs		.20½
Swiss, domestic, about 30-lb. blocks		.27
" abont 70-lb. loaves		[illegible]
McLaren's, medium, 2 doz	per doz.	1.35
" Club, 2 doz	"	1.00
Red Edam	each	1.60
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimento, 1 doz	"	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.[illegible]
Western, selected	.24
Milken Farm	.[illegible]
Awltru, packed in cartons	.26

—13—

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Curric Powder, pints	"	3.70
" 4 oz	"	2.65
" 2 oz	"	1.65
French Peas, extra fine	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.30
Dinner		.35
Breakfast		.35
Red Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
1/16		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—	
Per tin, 100 cubes	1.70
" 50 cubes	.90
Per doz. tins, 12 cubes each	2.75
Armeko Clam Bouillon—	
7-oz. bottles, 1 doz	2.00
14-oz. bottles, 1 doz	3.75
Armeko Tomato Bouillon—	Per doz.
Pint bottles	6.00
Quart bottles	9.00
Gallon jugs	each 2.75
Liebig's Oxo Cubes—	Per doz.
12 4s, 10c. size	.85
12 10s, 25c. size	2.00
Cans, 100 cubes	per 100 1.65
Armour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz	2.50
Medium boxes, 50 cubes	per tin .90
Large boxes, 100 cubes	" 1.70
Armour's Concentrated Bouillon—	
Jars, size 2, 1 doz	3.50
" 4, 1 doz	6.75
" 8, 1 doz	13.00
" 16, ½ doz	25.00
Armour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5	per bottle 3.00
Fancy jugs, size 2	per jug 1.25

EXTRACT OF BEEF.

	Per doz.
Armour's Solid Extract of Beef—	
Jars, size 2, 1 doz	4.45
" 4, 1 doz	8.20
" 8, 1 doz	15.90
" 16, ½ doz	29.75
Armour's Fluid Beef Extract—	
Bottles, size 4, 1 doz	5.00
" 8, 1 doz	9.00
" 16, ½ doz	17.00

FLOUR.

	Per bbl.
Cresota	6.80
King Midas	7.20
Gold Medal	6.85
Millbourne	6.75
Ivy Top	7.00
Ellsbury's Best	6.80
Imper Idem	5.65
Pride of the West	5.85
Anbeam	5.75
Baker	6.25
Blue Seal	5.70
Sunny White	6.90
Docker's Best	6.35
Duluth Imperial	6.55

Prepared Flours.

	Per case
Cecilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
doz. 14-oz	1.44
doz. 28-oz	2.40
Either straight or assorted cases	

Self-Raising Flour.

Becker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Buckle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Cresto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05⅝
New York State Marrows, new, bags about 2½ bushel	4.90
Michigan Pea, new, bags about 2½ bushel	4.05
Red Kidney, 60 lbs. to bushel	5.20
Peas—	
Green, domestic, bags about 2½ bushel	3.05
Yellow, split, domestic, 1 bushel bags	3.25
Lentils—	Per lb.
00000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	.....
Shaker Corn—	
Fancy, bbls	.....
Less quantity	.....
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags	2.75
No. 3, 100-lb. bags	2.75
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.75
" 90 lbs	per keg 3.00
" 90 lbs	per sack 2.75
Tapioca—	Per lb.
Dromedary, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs.	per case 3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1.65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.55
" " no china, 20s	3.85
" " aluminum asst., 20s	4.65
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.70
Pettijohn's Breakfast Food, 18s	2.15
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.70
Mother's Wheat Hearts, 18s	2.00
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	1.90
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s	2.25
Quaker Breakfast Biscuit, 24s	2.70
Appetizo, 24s	2.90
Quaker Whole Wheat Flour, 10s	2.15
Schumacker XXX Graham, 10 10s-20 5s	3.15
Scotch Brand Pearl Barley, 24s	1.70
Holland Rusk—	
18 pkgs	1.40
36 pkgs	2.80
144 pkgs., individual	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach	.08⅓

GELATINE AND PREPARED DESSERTS.

	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large	per gross 17.25
Small	" 10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	.95
Per gross	11.25
5 gross lots	per gross 11.00
Chalmer's Shredded Gelatine, 5c. size—	
Per doz	.45
Per gross	5.25
Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.20
Per gross	13.80
5 gross lots	per gross 13.50
Mother's, small, 1 doz	.45
" large, 1 doz	.85
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 15c. size, 36 pkgs.	per case 3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz. .90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "1-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.12½
Short, 25 1s	.12½
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.12½
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" 11 oz., 2 doz	1.35
Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾

—16—

Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	36.00	18.60	9.50	2.05
Ex. Norway, No 2	220-250	33.00	17.10	8.75	1.90
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	32.00	16 60	8.50	1.90
Ex. Shore, No. 1	170-190	28.00	14.60	7.50	1.65
Med Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Spring Irish	325-375	23.00	12 10	6.25	1.40
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	.....	.....	.....	.....	.....
Salmon, large, red	22.00	11.60	6.00	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.80
Highland Beauty, 20-lb. boxes	per lb. .10

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.09½
Gilt Edge, 40 lbs	.07
Favorite, Middles, 60 lbs	.15

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.07½
Snow White, 1-lb. bricks, 20 lbs	.10½
Favorite Cod, 2-lb. bricks, 40 lbs	10

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.08½
" medium	.08
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box .13
Boneless Herring, 10-lb. boxes	per lb. .13
Smoked Salmon, whole fish	" .30
Smoked Bloaters, 50s	per box 1.25

FRESH FISH.

	Per lb.	
Halibut		-.13
Bass Native		-.15
Salmon, fresh		-.15
Eastern Cod		-.08
Croakers		-.04
Large Hake		-.06
Haddock		-.07
White Cat Fish		-.13
Red Cat Fish		-.12
Spanish Mackerel		-.12
Snappers		-.10
Eels		-.10
Rock Fish	.12	-.14
Lobsters		-.25
Flounders		-.07
Large White Perch		-.12
Sea Bass		-.04
Blue Fish		-.17
Porgies		-.04
Fresh Mackerel	each	-.35
King Fish		-.10
Weak Fish	.04	-.06
Butter Fish		-.05
Tile		-.06
Shad, Roe	each .75	1.00
" Buck	" .45	-.60

Steak Fish ½c. per lb. additional.

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6.00
Rockaway	bbls.	5.50
"	boxes	5.75

—17—

CLAMS.

Pickert's, cans, No. 1	per doz.	1.00
" " No. 2	"	1.45
Clams	per M	7.50 - 9.50
Necks	"	5.00 - 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size	per doz. 1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs	per bush. .50

DRIED FRUITS.

Domestic.

Apples, Evaporated—	Per lb.
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¼
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs	.16½
Orange Peel, 10 lbs	.13½
Lemon Peel, 10 lbs	.12½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs per case	2.80
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.07⅞
Hallowee, 70 lbs	.07¾
Figs—	
Coronet, round boxes	
Poppy brand, California, 12 pkgs. per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs.	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.06¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun Maid, 36	.09
Seedless—	
Nut-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

D—	Per case
[illegible]	1 25
[illegible]	3 00
[illegible]	2 75
[illegible]	1 80
[illegible]	1.75
[illegible]	1 65
[illegible]	Per lb.
[illegible]	.26¼
[illegible]	.27½
[illegible]	Per case
[illegible]	4.40
[illegible]	2.20
[illegible]	2 10

HORSERADISH.

[illegible]	Per doz.
[illegible]	1.12½
[illegible]	1.25
[illegible]	1.75
[illegible]	.45

—18—

INK.

Arnold's, black, 32	per bottle	.50
Continental, red, 1 doz		.30
" black, 3 doz	per box	.67½
" Writing Fluid	per qt.	.50
Royal, black, 3 doz.		.25
Stafford, Commercial, 32		.70
Thaddeus Davids Co.—		Per doz.
Electro Chemical Writing Fluid	per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz		.50
" Green, Blue or Violet, 1 oz		.50
" Magic Black, 1½ oz., 1 doz		.50
" Electro Chemical, 1¼ oz., 1 doz		.50
Letterine, show card ink, 2 oz., all colors		1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.5e
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 6, Tubular Lantern Globes		5 doz.	3.00
Cold Blast		5 doz.	3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain	per doz.	.75	.85
" dec.,	"	.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.55	.65	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	4.00
Case of 2 doz	2.05
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.50

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5 70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs.	.11¼
Wooden pails, 20, 40 and 68 lbs.	.11¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs.	.09
Wooden pails, 20, 40 and 68 lbs.	.09½
Condensed, cartons ...3 doz. to case	2
" " ...6½ doz. to case	70
Extra Family—	
Barrels, halves and quarters	14¼
Wooden kits, 20, 40 and 68 lbs.	.14¼
Armour's—	
Veribest, Concentrated—	Per doz.
1½-lb. pails, 2 doz	2 40
3-lb. pails, 1 doz	4
Veribest, Moist—	Per case
Quarters, 1 doz	5
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	13
" 40 lbs	.12½

—19—

Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles	per doz. 2.25
16-oz. bottles	" 6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans	per case 7.50
Lonbon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¼-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¼ oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4½ oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz
Large, 1 doz	2.30
Medium, 2 doz	1 40
Small, 2 doz	.90

—20—

NUTS.

	Per lb
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.17½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.12½
Brazils, large, bags, about 180 lbs	.15½
Pecans, large, bags, about 160 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08½
Fancy, hand picked	.06
Virginia, choice	.05½
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, choice	1.15
Big Nickel	100 cartons 3.75

PICKLES.

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.00
10-gal. keg, 2200s	12.75
5-gal. pail, 1100s	6.50
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.25
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white	per gal. .13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.22½
" Cooked Hams	.33
" Bacon	.24¾
" Dried Beef, insides	.28
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	.18½
" Skinned Hams, 18–20 lbs	.20½
" Picnic Shoulders	.14¾
Hams, skinback, 18–20 lbs	.20
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.14½
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	28.00
Jersey Pork, butt	per bbl. 24.00
" family	" 26.00
Breakfast Bacon, rib in	.18
" boneless	.19
S. P. Bellies, 14 lbs. average	.16
Bologna, 25-lb. boxes	
Boiled Boneless Ham	.31
Beef Tongues, smoked, 5–6 lbs	per lb. .21
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per case
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per case
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	.14
Jewel, compound	.12
Cotosuet	.12½

—21—

Pure Lard—		
...s, 50 lbs. net weight	per lb.	.14¾
...bs, net	"	.14½
... 10 tins	6 in crate	9.00
... 5 tins	12 in crate	9.07
... 3 tins	20 in crate	9.15
...ound—		Per lb.
...rces and tubs, about 340 lbs		.12½
...b. tubs		.12⅝
...f. tin pails, 60 lbs		.09⅜
...h. " 60 lbs		.09¾
...f. " 60 lbs		.09⅞

DRESSED MEATS.

...ressed Stock—		Per lb.
...ers		.11 –.15
...fers		.10½–.14
...ys		.08 –.12
...il Calves		.13 –.15
...ra Calves		.... –.17
...therns and Barnyards		.10 –.12
...intry Dressed		.12 –.14
...ras		.... –.16
...ep		.14 –.15
...ra Wethers		.... –.16
...nbs		.16 –.18
...ra Lambs		.... –.20
...gs		.... –.14¼

BUTCHERS' SUNDRIES.

... Steer Tongues	each	.... –.80
...Tongues		.... –.60
...Heads, scalded		.50 –.75
...breads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
...Livers	"	.25 –.30
...Kidneys	per doz.	1.25
...Livers		.10
...s	per doz.	1.20
...s, beef	per lb.	.05
... beef		16.00
...rloin, beef, western		.22
... Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

...ys—		Per lb.
...en, Young hens and toms		.35 –.40
... Old toms		.33 –.35
... Common to good		.22 –.28
...h killed		.30 –.32
...rs—		
...adelphia, fresh killed, 2 to 4 lbs.		
...r pair		.45 –.50
...r-by, fresh killed, 2 to 4 lbs. per		
...ir		.40 –.43
...en, 3 to 4 lbs. per pair		.35 –.38
...ng Chicks—		
...en, 4 to 5 lbs. each		.27 –.30
3 to 3½ lbs. each		.23 –.24
—		
...h killed, 4 to 5 lbs. each		.23 –.24
" 3 to 3½ lbs. each		.21 –.22
...cks		.16 –.17
...sland Ducks, fresh killed		.23 –.26
...—		Per doz.
...e, fancy, large		5.00 –5.50
...ed		3.00 –4.00
...ll and dark		2.00 –3.00

LIVE POULTRY.

... Chicks—		Per lb.
...o 2 lbs. each		.36 –.40
...e		.30 –.32
...		.22 –.24
...cks		.14 –.16
—		
...g		.17 –.18
...		.14 –.15
...rs		.24 –.26

RESERVES, JELLIES, JAMS AND MARMALADES.

—		Per doz.
...r's, pure		.95
... jelly, apple flavor, 30 lbs. full weight,	per pail,	1.00
...nmel's, 8-oz. tumblers		.90
...nal, 16 oz., 2 doz		.90
" 3-lb. tins, net weight		2.15
...es—		Per lb.
...nmel's pure, 12-oz. jars, 2 doz.	per doz.	1.65
...nal, 30-lb. pails		.09¾
...wark, 30-lb. pails		.07
...nmel's, pure, 10-oz. jars, 2 doz		1.45
...wark, assorted, jars, 2 doz		.95
Marmalade—		
...ey's imported, 4 doz		2.10
...mel's, pure, 2 doz		1.60
...tters—		Per doz
..., Southwark, 30 lbs.	per pail	1.27½
" full 5-lb. slip cover tins, ½ doz.	per case	1.67½
Schimmel's, 30-lb. pails	per lb.	.07
" 3-lb. slip cover tins, 1 doz	per doz.	2.75
" 2½-lb. stone jars, cloth top, ½ doz.	per doz.	3.00
" 40-oz. stone crock, glass top, ½ doz.	per doz	3.25
Mother Cook's, No. 14, 2 doz.	doz.	.85
..., 30-lb. pails	per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.17
" ¼-lb. pkgs., 50 lbs	"	.22
" ½-lb. pkgs., 50 lbs	"	.21
" 1-lb. pkgs., 50 lbs	"	.20
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....
McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle		Per doz.
Mapleine Flavoring, ½ oz		.90
" 1 oz		1.75
" 2 oz		3.00
" 4 oz		5.25
" 8 oz		9.00
" pints		16.50
" quarts		30.00
" ½ gallons	each	5.00
" gallons	each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.55
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," display cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls		2.50
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.15
Kegs, 150 lbs	per 100	1.25
Granulated, 60-lb. boxes	per box	.95
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.10

—24—

SAUCES.

	Per doz.
Lea & Perrins'—	
Worcestershire, medium	4.50
" small	2.50
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02½
Bi-Carb, bulk	.03½

SOFT DRINKS.

	Per case
Clicquot Club Co.—	
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	
Walker's Grape Juice—	
Quarts, 1 doz	4.25
Pints, 2 doz	4.75

PLUM PUDDING.

	Per doz.
The Franco-American Food Co.—	
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

	Per doz.
O-Cedar—	
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60
Orona Soap and Cleanser—		Per doz.
No. 1, 10c. size		.85
No. 2, 15c. size		1 20
No. 4, $1 size		8.40
No. 5, $2 size		16.80
Orono Alumishine—		
No. 1, 10c. size		.85
No. 2, 25c. size		2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.25
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.15
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.25
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.35
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.35
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	...	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.15
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 10b cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s.	1.80
Raven Tar, 100s	3.50
" 50s.	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 1-lb. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" 100 pkgs	3.75
Kirk Bros., Kirk's, 24 4s	3.80

—26—

Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.— Per box	
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Beer Mug, fancy, large size, 2 doz	.72½
Milk Jar, glass top, 2 doz	.90
Water Tumblers, glass, 6 oz., 4 doz	.35

SPICES.

	50 lb. Per lb.	6, 10, 25 lb. Per lb.
B. Fischer's Finest Spices— Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz		.80
McCormick & Co., Ground—		
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar		.21
" Saigon		.71
Cloves	.27	.28
Cream Tartar		.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace		.80
Nutmegs, ground		.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16
Whole—		Per lb.
Allspice (Pimento), original bags		.05½
" less quantity		.06
Cinnamon, Canton, fancy		.17
" Java, thin quill, about 5-lb. rolls		.30
" Saigon		.75
" Mandalay, stick, 48 5c. cartons		.38
Cloves, choicest Zanzibar, bags		.21
" " less quantity		.23
Green Ginger Root		.15
Mace, choicest Penang		.75
Nutmegs, medium		.32
" large		.43
Pepper, black, original bags		.18¾
" less quantity		.19¾
Pickling—		
Mixed, 6 or 10-lb. boxes		.14
Mayflower, isinglass front, 10c., 2 doz		.70
" " 5c., 4 doz		.38
Colburn's Ketchup Spice, 10c. tins, 2 doz		.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05½
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.97
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1 lb. pkgs	.07¼
" " 12 6-lb boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07¼
" " 12 6 lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04½
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.60
Elastic, 64 10c. pkgs	4.50
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish— Per gross	
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol— Per gross	
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 25 bricks, per box	.77½
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.40
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks— Per doz.	
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross ease, assorted, 6, 8, 10s, per ease	1.00
Matting Tacks— Per doz.	
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.70
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
1-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.60
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines— Per doz.	
Cotton, 50 feet	.90
" 60 feet	1.15
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.85
Coils or spools, ¼ inch, per lb.	.13½
Jute— Per lb.	
Reels	.10½
Tie Yarn— Per lb.	
5-lb. balls	.20
Colored assortment	.26
Cones	.21

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special.	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

	Per doz.
Jockey Club, Mason quart jars—	
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane— Per case	
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.15
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn— Per doz.	
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.0
No. 2½, 2 doz	1.37
Strameyer's—	
Penn Mar Table Syrup, 1s	1.15
" 2s	2 00
" cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	
" medium, 2 doz	
Golden Tree, large, 1 doz	
" medium, 2 doz	

WOOD AND WILLOW WARE

Brooms.

No.	Pe
6, R. P., fancy	
7, "	
6, Household	
7, "	
6, Monogram	
7, "	
Daisy	

Washboards.

Single Zinc—	Pe
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Pe
Painted, 2 hoops, flat	
" 3 hoops, flat	
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	
" 2 lb. "	

Clothes Pins.

5 gross, per box	

Mops.

O-Cedar—	Pe
Polish Mop, large size	15
" smaller size	9
Triangle Mop, large size	15
" small size	9
Dusting Mop, black, large size	15
" " small size	9

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Pe
1, Extra fancy large grass	
2, Marble	
3, Grass	
4, "	
5, "	
6, "	

Stove Brushes.

Wood Handles—	Pe
No. 34, fibre, strap handles	

Shoe Brushes.

With Handles and Daubers—	Pe
No 0, All Mexican fibre	
No. 1, Prepared fibre	
No. 7, All pure bristles and full	
No. 16, All pure bristles, socket dauber, solid back	

Wall Brushes.

	Pe
7-in. Tampico	
No. 8, Family	
No. 8, Hustler	
No. 8, A	
No. 10, A	

Dusting Brushes.

No.	Pe
7X, 10c. size	
8, Gray, patent fibre	
18, All horse hair	
21, " white tipped	

TOBACCOS—PLUG.

Jolly Tar, 5, 10, 15 and 25 lbs	
Newsboy	
Old Honesty	
Piper Heidsick	
Spear Head	
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	6
Greenback	6
Honest	6
Miners' Extra, 10c. size	11
Pipe Smoking, 5c. size	5

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6
Sensation, ⅓ gross	6
Wild Rose, ⅓ gross	6
Omega	6
Union Leader	6
Red Man, ¼ gross	6

YEAST CAKES.

Magic, 1½ doz 1 pkgs, per box	
Yeast Foam, 1½ doz, "	

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, June 12, 1916. No. 24

Many retailers are to-day fighting forces equipped with the best brains and training in the country and with plenty of capital and every device needed to bring successful business. And the only weapon of those retailers, in many cases, is a crooked stick!

United States Supreme Court, in Most Important Decision, Says a State Can Legally Require Packers to Put Their Goods in Certain Kinds of Packages. Some Revolutionary Law.

A Contributor Says Sampling Consumers *is* Good Advertising and Often Brings Results When Nothing Else Will. Apropos of Some Recent Remarks by This Paper on the Subject.

A Lesson in Scientific Price Cutting. Philadelphia Chain Store Concern Gets Round the Embarrassment of Trying to Get a Cut Price Back, by Cutting Something it Doesn't Regularly Handle.

NEW DEAL Deal No. 1601 *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes @	$3.05	—5 boxes FREE, Net	$2.54
10 boxes @	3.05	—2 boxes FREE, Net	2.54
5 boxes @	3.10	—1 box FREE, Net	2.58
2½ boxes @	3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

HEINZ 57 VARIETIES

The Grocer and the Food Laws

How can you know that you are complying with the numerous regulations of your state when you are handling products from a hundred or more sources?

When you sell Heinz Products you have the assurance that they are "guaranteed pure and comply with all pure food laws throughout the world."

Your customers, too, have greater confidence in Heinz Products because our advertising has made the name Heinz mean purity in foods.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

ON THE JUMP

so far this year. Shipments going out only from two to four days late. Let us have your orders for

Forbes Indexed Coupon Books

With our electrical facilities we can take care of you.

WE HAVE SOLD MILLIONS OF THEM

F. O. B. DESTINATION SAMPLES FREE FOR THE ASKING
LET US HEAR FROM YOU

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

Let the Figures Talk

¶ When you get a minute figure up the retail profit on **Wheatena** in comparison with the retail profit (or loss) on other wheat cereals.

¶ We haven't spent a dollar advertising **Wheatena** where other concerns have spent a thousand. But it is astonishing what widespread distribution we have gotten from it. You will find **Wheatena** easy to sell. The hearts of selected wheat.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXII. PHILADELPHIA, June 12, 1916. No. 24.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

GROCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

Bell { Filbert 3286 / Filbert 3287 } Keystone, Race 746
Private Exchange.

All Checks and Drafts payable to the Grocery World Publication Co.

An independent journal published exclusively in the interests of modern merchants of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

Subscription Rates, Including Postage, Payable in Advance:

PER YEAR

To United States and Mexico..... $3.00
To Canada 3.50
To Great Britain and Continent of Europe and Asia 4.50
Single Copies ..... .10

Contents.

PAGE

United States Supreme Court Says a State Can Compel Food Products to Be Packed Only in Containers of a Certain Size..... 4

All Failures But Those of Grocers Fall Off in May..... 5

Editorial 6
An Illuminating Experience.
The Jobbers' Plan to Aid Retailers.
The Armour Lard Case.

Association News 6

Selling Talks with Clerks..... 7

Among the Trade 8

The New York Letter 8

This Man Doesn't Agree That Sampling Consumers Is a Poor Stunt 9

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter..... 10

How the Wholesale Grocer and Packer Can Combine to Increase Canned Goods Consumption.... 11

Pennsylvania Organization Notes... 11

The Grocery Markets 12

Individual Market Reports 12

Final Report on Stevens Bill Vote Shows Majority National Chamber of Commerce Wants It.... 13

Correspondence 14

A Lesson in Scientific Price Cutting, 14

"The Stroller's" Column (Contributed) 16
You Tickle Me and I'll Tickle You.

Weekly Window Display Suggestions 16

Legal Department 18
No. 367.—When Your Competitor Steals Your Selling Ideas.

Science of Advertising..... 20

More Speakers Testify for Stevens Bill 20

Shredded Wheat Men in Annual Conference 21

Subscribers' Bargain List..... 22

Want Department 23

"Modern Merchant and Grocery World" Prices-Current 24

Index to Advertisements.

PAGE

Advertising World, The..... 22

American Specialty Manufacturers' Association 19

Buckley, Elton J..... 4

Burk, Louis 17

Chase-O Manufacturing Co. 22

Clicquot Club Co. 15

Clipper Lawn Mower Co. 22

Crescent Manufacturing Co. 8

Dayton Moneyweight Scale Co. 9

Fels & Co. 17

Fleischmann's Yeast 9

Forbes, J. P. .....Cover 2

Hamilton Corporation, The..... 5

Heinz Co., H. J. .....Cover 2

Hires Condensed Milk Co. ....Cover 2

Howe Scale Co. 14

Indexed Coupon Books.....Cover 2

Lautz Bros. Co. .....Cover 2

Manufacturers' Representatives (Association of) 19

Mapleine 8

McCahan Sugar Ref. Co., The W. J., Cover 3

Moxley, Wm. J. .....Cover 4

Nationally Advertised Products..... 9

National Biscuit Co. 11

Philadelphia Electric Co. 23

Postum Cereal Co. 7

Shinn & Kirk.....Cover 4

Sperry & Hutchinson..... 5

Tanglefoot .....Cover 4

Troemner, Henry .....Cover 3

Vogt & Sons, F. G. 13

West Disinfecting Co. 17

Wheatena Co., The.....Cover 2

Where to Get Premium Goods..... 15

Wilkinson's Sons, C. 23

United States Supreme Court Says a State Can Compel Food Products to Be Packed Only in Containers of a Certain Size

North Dakota Passed a Law That Lard Must Be Packed Only in One, Three and Five-Pound Cartons. Armour & Co. Refused to Comply, but Gave the Exact Weight on Their Labels. United States Supreme Court Says State Acted Within Its Powers, and Giving Actual Weight Is Not Enough.

The United States Supreme Court has just handed down a most remarkable decision on a somewhat new phase of the packing of food products, which will probably lead to the passing of some new laws by the various States. The substance of the decision is that a State may pass a law requiring products like lard not only to be sold by weight, but to be sold only in containers of a certain size.

The case was a battle between Armour & Co. and the North Dakota Food Department. In the beginning all the packers packed lard in containers purporting to contain 3 pounds, 5 pounds, etc., but weighing actually 2 pounds, 6 ounces, or 4 pounds, 2 or 4 ounces When the food laws began to pinch this practice, the packers changed their methods and called their cans No. 2, No. 3 and so on like the packers of canned goods now do. Then North Dakota passed a law requiring lard to be packed in cartons containing 1 pound, 3 pounds, 5 pounds, or any multiple thereof. Armour & Co. refused to obey this, but put the actual net weight on their cans, as 4 pounds, 2 ounces, claiming that they could not be compelled to do more than tell consumers the exact truth about what they were getting. The Food Department brought suit. Armour & Co. defended, lost and appealed to the State Supreme Court. They lost there also and finally went to the United States Supreme Court, which also affirmed the decision of the lower court. The full text of the Supreme Court's decision is as follows:—

> A statute of the State requires (S.1) that "every article of food or beverage as defined in the statutes of this State shall be sold by weight, measure or numerical count and as now generally recognized by trade custom, and shall be labeled in accordance with the provisions of the food and beverage laws of this State. * * *

"Section 2 (Weight of Lard). Every lot of lard compound or of lard substitute, unless sold in bulk, shall be put up in pails or other containers holding one, three or five pounds net weight, or some whole multiple of these numbers, and not any fractions thereof. If the container be found deficient in weight additional lard, compound or substitute shall be furnished to the purchaser to make up the legal weight. The face label shall show the true name and grade of the product, the true net weight together with the true name and address of the producer or jobber. If other than leaf lard is used, then the label shall show the kind, as 'Back Lard,' or 'Intestinal Lard.' Every lard substitute or lard compound shall also show, in a manner to be prescribed by the food commissioner, the ingredients of which it is composed, and each and every article shall be in conformity with, and further labeled in accordance with the requirements under the food laws of this State."

Violations of the act are made misdemeanors with a minimum and maximum fine increased for subsequent offenses.

In pursuance of the State the State's attorney for the County of Cass filed an information against the plaintiff in error for unlawfully offering for sale and selling to one E. F. Ladd a quantity of lard not in bulk which was put up by the company and sold and delivered to Ladd in a pail which held more than two pounds and less than three pounds net weight of lard, to wit, two pounds and six ounces, which pail or container did not have or display on the face thereof the true net weight of the lard in even pounds or whole multiples thereof, but expressed the weight of the lard in pounds and ounces.

A demurrer to the information was overruled and the Armour Co. pleaded not guilty. A stipulation was entered into waiving a jury trial and that the issues be tried by the court.

The company was found guilty and adjudged to pay a fine of $100. The judgment was affirmed by the Supreme Court of the State and this writ of error was then allowed by its Chief Justice.

The assignments of error attack the validity of the statute, specifying as grounds of the attack that the statute offends the due process and equal protection clauses of the Fourteenth Amendment of the Constitution of the United States and also the commerce clause of the Constitution.

Armour & Co. is a New Jersey corporation. It is a packer of certain pork products and has packing plants where it produces lard as an incident to its business in Illinois, Missouri, Iowa and Nebraska. It has no plant in North Dakota, but has a branch office establishment in the city of Fargo in that State, to which its goods are shipped in carload lots to be distributed therefrom. The branch at Fargo is under the charge of a local manager.

In October, 1911, the State Food Commissioner went to the company's establishment at Fargo and asked to purchase three pounds of lard. He was sold a pail containing two pounds and six ounces. It was upon this sale as a violation of the statute that the information was filed and for which the Armour Co. was convicted and sentenced.

The Supreme Court considered the statute as but a development of other laws passed in the exercise of the police power of the State, to secure to its inhabitants pure food and honest weights, questions which the court thought were "inseparably allied and any argument advanced upon one applies equally to the other." And the court said the law was drafted by the Pure Food Commission, it might reasonably be assumed, "after twelve years of observation and study" and, further, that "the expert who drafted the law, the Legislature who passed it and the Governor who approved it, all thought necessity existed for the measure. If we did not agree with all those, we might hesitate to say that there was absolutely no doubt upon the question, but in fact a majority of this court believes the law not only reasonable, but necessary, and this belief is founded on the evidence in this case and upon facts of which this court can take judicial cognizance."

The court, by these remarks, expressed the test of a judicial review of legislation enacted in the exercise of the police power, and in view of very recent decisions it is hardly necessary to enlarge upon it. We said but a few days ago that if a belief of evils is not arbitrary we cannot measure their extent against the estimate of the Legislature, and there is no impeachment of such estimate in differences of opinion, however strongly sustained. And by evils, it was said, there was not necessarily meant some definite injury, but obstacles to a greater public welfare. Nor do the courts have to be sure of the precise reasons for the legislation or certainly know them or be convinced of the wisdom or adequacy of the laws. Rast vs. Van Deman & Lewis Co. et al.; Tanner, Atty. Gen'l, et al. vs. Little et al., ante, p.—. It only remains to apply to the present case the principles so announced.

Lard is a very useful product and its many purposes are set forth in the testimony. It was originally sold in the State only in tierces and tubs, that is, in bulk. A demand arose for the smaller and more convenient packages and the Armour Co. and other packers responded to that demand and put their lard in three, five and ten-pound pails, gross weight, the net weight of lard at first having no indication, but subsequently, in obedience to the State laws, being indicated by labels, and in the present case by a small label at two pounds and six ounces. The practice of selling by gross weight is a continuation of the practice of selling by bulk.

The Armour Co. asserts an inviolable right in the practice as convenient and useful and free from deception. But experience does not justify such unqualified praise. The practice has its advantages, no doubt, but it is the observation of the officers of the State that it conceals from buyers their exact purchases—there is confusion as to what the price paid compensates, whether lard or tin container.

The Armour Co. contests this conclusion and contends that the label upon the package, put on in observance of a law of the State passed in 1907,* shows the net weight of the lard, and protects the consumer from imposition while it preserves to the company a useful method of packing and a necessary freedom of business with the public. To this we reply the law of 1907 was deemed necessary to protect the purchaser against the concealment in the method of the packers, the amount of lard not being indicated. Supposedly the requirement was not adequate, and the law of 1911 was passed. However, with a comparison of the laws we have nothing to do, nor need we even consider, as the Supreme Court considered, with some reluctance, that the label used by the company was a scant compliance with the law of 1907 if not an evasion of it. We need only deal with the law under review and the justification for its adoption. Evils attended the method of the company which the Food Commission of the State thought should be redressed and which the Legislature reasonably believed more definite and not fanciful and in this belief passed the law. And the belief being of that character removes the law, as we have already said, from judicial condemnation; and besides, there is nothing in the testimony inconsistent with it.

The testimony of the company was directed at great length to show the advantage of selling in containers over selling in bulk, and the expense to the company of the former and the additional expense which the law would require. And meeting the objection that the company fixed the price of the lard by the gross weight of the package, in other words, as though there were three pounds instead of two pounds six ounces, it was replied that by so doing there was no profit to the company and only a reimbursement of the cost of the tin container and extra cost of putting up the lard in that style of package.

But this does not justify the practice of the company nor establish the invalidity of the law of the State. The advantages are in a sense made a snare and the testimony means no more than that the packer has built up a trade on a system of gross weight which enables it to practice a kind of deception on the purchaser that he is getting three pounds of lard when he is

---

* The law of 1907, reproducing the provision of a law passed in 1905, provided as follows:—

"Ninth.—If every package, bottle container does not bear the true or net weight, the name of the real manufacturer or jobbers, and the true grade or class of the product, the same to be expressed on the principal label in clear and distinct English words in black type on a white background, said type to be in size uniform with that used to name the brand or producer. * * *"

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

only getting two pounds six ounces and enables the packer to pay for the container. The evil of the transaction is not in the latter, but in the former; that is, in the deception. The correction of the statute is that the lard and the container shall be unequivocally distinguished and the purchaser have the direct assurance of the quantity of lard he is receiving, knowledge of its price and the cost of the container to him, a means of estimating his purchase free from disguises or the necessity of an arithmetical estimate of what he is getting or paying for upon the market fluctuations of lard and tin. This may involve a change of packing by the company and the cost of that change, but this is a sacrifice the law can require to protect from the deception of the old method. The law is allied in principle, as the Supreme Court of the State observed, to regulations in the interest of honest weights and measures. It involves no giving up of what the company has a right to retain and the cost of the container as well after change as now can be cast upon the purchaser, he, however, being able to determine if it is worth the price he has to pay for it.

There are advantages undoubtedly in packing lard in pails, advantages to the packer and the consumer, but the advantages are not on account of selling by gross instead of by net weight. In other words, all of the advantages will be retained by a compliance with the provisions of the law; that is, by putting up the lard in one, three or five-pound packages, net weight, or some multiple of those numbers. It is in the testimony that the packing company furnishes lard in net weight pails to Park & Tilford, of New York City; that is, in weights of three, five and ten pounds, and has been doing so for a few years.

The equal protection clause of the Fourteenth Amendment is invoked by the Armour Co. and the specification is that the law under review "arbitrarily and without reasonable ground therefor singles out lard from all food products" which are sold in packages, such as "prints of butter, packages of coffee, boxes of crackers and the endless number of other products sold in package form are not included, and no natural and reasonable ground for excluding them and in singling out lard has been suggested."

The range of discretion that a State possesses in classifying objects of legislation we may be excused from expressing in view of very recent decisions. The power may be determined by degrees of evil or exercised in cases where detriment is specially experienced. Carroll vs. Greenwich Ins. Co., 199 U. S. 401, 411; Central Lumber Co. vs. South Dakota, 226 U. S. 157, 161. The law of Dakota does not exceed this power.

It is objected that the law violates the commerce clause of the Constitution. This is certainly not true of the sale to Ladd. It was distinctly by retail and in the package of retail, not in the package of importation. And it is to such retail sales the statute is directed. It does not attempt to regulate the transportation to the State.

Nor do we think that the law is repugnant to the Pure Food and Drugs Act of June 30, 1906 (34 Stat. 768, 780). That act is directed against the adulteration and misbranding of articles of food transported in interstate commerce. The State statute has no such purpose; it is directed to the manner of selling at retail, which is in no way repugnant to the Federal law. (Rast. Tax Coll'r, etc., vs. Van Deman & Lewis Co., supra), and the operation of that law is in no way displaced or interfered with.

All Failures But Those of Grocers Fall Off in May.

Grocery Failures Substantially More in May, 1916, Than in May, 1915. Total Number of May Failures Still Materially Above Previous Years' Records.

Failures in all lines again fell off in May with the exception of grocery failures, which very decidedly increased. On the contrary, dry goods failures nearly dropped 50 per cent. off what they were in May, 1915.

The figures are as follows:—

General Stores—May, 1916, 112; liabilities, $826,322; May, 1915, 164; liabilities, $1,148,914.

Grocery Stores—May, 1916, 332; liabilities, $1,156,956; May, 1915, 272; liabilities, $1,027,637.

Clothing—May, 1916, 98; liabilities, $624,014; May, 1915, 136; liabilities, $883,202.

Dry Goods—May, 1916, 48; liabilities, $3,672,684; May, 1915, 90; liabilities, $1,434,160.

Shoes—May, 1916, 35; liabilities, $221,644; May, 1915, 45; liabilities, $295,624.

Hardware—May, 1916, 27; liabilities, $450,876; May, 1915, 37; liabilities, $383,416.

The total failures in May, 1916, were 1,482, compared with 1,707 in May, 1915. This is still ahead of the number of disasters in previous years. In the same month of 1914, 1913 and 1912 the number was respectively 1,221, 1,246 and 1,204.

How the Purchasing Power of Money Has Decreased in England.

The current number of the "Co-operative News" contains a page of interesting figures, showing, among other things, how prices have been creeping up in England, and that the purchasing power of £1 ($4.86) twelve months ago is now only equal to 16s. ($3.90), while the purchasing power of £1 two years ago is now only equal to 11s. 2d. ($2.68). The figures are supplied by the Co-operative Wholesale Society and are wholesale, not retail, prices. They are, moreover, prices at port; that is to say, the wholesale prices of the goods before railway carriage to inland centers has been paid. Taking the average for the whole of 1915, the increased cost of a family order over 1898 was 55.14 per cent., and the increased cost for 1915 over 1914 was 29.23 per cent.

How About It?

Are you getting all the trade you can handle?

How much of your trade represents a cash turn-over of your stock?

Are you "stocked-up" on some lines that are "slow-sellers?"

If you are a small town dealer, is some of the trade you ought to have going out-of-town?

What kind of competition are you forced to meet and how are you meeting it?

¶ After twenty years of thorough trial and development, the "Sperry" Service has been pointed effectively to meet the needs of any progressive store and produce business in the soundest and most effective way.

¶ "S. H." Green Stamps with a National Service behind them represent an every-day inducement that induces your customers to bring you all their trade, can be used effectively to move individual lines of goods quickly and what is more important converts the major part of your business into cash transactions.

¶ If you do not fully understand the value of "S. H." Green Stamps you will find your customers do and we will gladly send you facts and figures from which to draw your own conclusions. It will pay you to see them.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

The Armour Lard Case.

I confess I am unable to see any force in the United States Supreme Court's reasoning in the Armour lard case. Of course that is not a reflection on the Supreme Court, rather is it a reflection on my own perceptions. The text of the decision appears elsewhere in this issue, and I regard it as one of the most important on record. If the States generally follow its lead, business in food and grocery products will be revolutionized without doubt.

The State of North Dakota passed a law requiring the packing of lard in tins of a certain size—one pound, three pounds, five pounds and their multiples. Armour & Co., presumably having several million tins of other sizes which they naturally did not wish to scrap, refused to obey the law on the ground that it compelled packers to do something which they could not legally or fairly be compelled to do. We can pack lard in any sized can that we want to, said Armour & Co., and it's none of your business. You can compel us to state the net weight on the label, and that we are willing to do. So they packed their lard in cans weighing four pounds and some ounces, instead of five pounds, and labeled the exact weight on the outside.

I would have staked almost anything on the assumption that no court would deny the right to do this, but the United States Supreme Court has denied it. The Supreme Court says that any State may legally pass a law requiring lard to go in certain cans only, and if it does that no packer has any further right to use his own judgment as to his cans, even though he prints the net weight on the label, and even though (I add this) consumers know perfectly what they are buying and are willing to buy that way.

So that Armour & Co. will after all have to scrap their millions of cans of different sizes than those required by the law.

Consider the enormous and expensive reach of this decision, if more laws of that kind are passed. Any State can require every cake of laundry soap sold within its borders to weigh one pound or half a pound, every package of biscuit to weigh eight ounces or four, every can of tomatoes to weigh full two or three pounds, and every other product now sold by the package, to be packed so as to weigh what the law thinks such a package should weigh.

I know of no other decision which has seemed to me, at least, such an absolute denial of justice as this.

An Illuminating Experience.

An experience related to me during the week seems to prove two things: First, that a concern which attempts to market anything in the nature of a soap or a cleanser today is almost attempting to move mountains; and, second, that the time is gone by when a thing can be distributed merely by bringing pressure on consumers.

Not many months ago a certain well known soap manufacturer evolved a new cleanser. It was good, but no better than several others which were already firmly entrenched in the market. He raised $200,000 in cold cash to advertise it and started in New England, where almost the entire sum was spent. To-day the product is practically abandoned. An Eastern department store is selling a little at 6 cakes for a quarter; the regular price is 10 cents a cake.

Why? Partly and perhaps mainly because there is no room to-day for *anything* new in the shape of a soap or a cleanser, unless it is superior in some way to those now on the market. Even if it were superior it would have a thundering time beating its way in to the already crowded market. This particular product was not superior and consumers saw no reason, therefore, why they should buy it. They did not see even after $200,000 had been spent to teach them. The moral is that he who tries to fill a bucket more than full is going to spill something.

Perhaps another factor was that not a dollar of the $200,000 was spent to get the grocer's interest.

The Jobbers' Plan to Aid Retailers.

The National Wholesale Grocers' Association is preparing some truly gigantic plans for the improvement of the retailer. Here they are in the language of President Whitmarsh:—

> At the last meeting of our Executive Committe I laid before it the question of the inauguration of an Educational Department of the National Wholesale Grocers' Association, this department to be placed in charge of a director of educational matters, and it will be the duty of such director, among other things, to assemble and distribute to the wholesale grocer and the retail grocer information of value and interest bearing on the conduct of their business; how they may become better and more profitable merchants, serving the public well and economically and with a reasonable and fair profit to themselves.
>
> The Director in charge of this department would edit our "Bulletin;" he would co-operate with the Bureau of Business Research of Harvard University and the Federal Trade Commission in the preparation of a Cost Accounting System for the wholesale grocers and to secure a more general adoption by the retailer of the system that has already been prepared for him by that Bureau. He will be a man who can address organizations interested in the distribution of food and on the need of education, in an effort to create interest and secure cooperation to insure the success of the plan. We also have in mind the preparation of an encyclopedia containing the fullest possible information relative to foods, a work that will record all obtainable information on the subject and that will constitute a work of reference valuable to anyone connected with the food trade. This will be a gigantic task, and in its preparation all the representative men in the food world will be asked to assist, Government and State officials as well, if we can induce them to serve. In all probability such a task could be worked out at the rate of one volume a year, but having some person such as I describe in the office of Educational Director, the work could proceed to better advantage.

If they get the right man the plan will do some good. If they get a mere pusher who wants a job, it will fail. A job like that requires special training and special ability. The man to fill it should have been a retail grocer and he should have been a jobber, or should have had some wholesale experience. If he has had chain-store experience also, even better yet. No theorist will do, no matter how well he can write or speak.

I also take the liberty of suggesting that the encyclopedia scheme had better wait a while. The retailer doesn't need it anywhere near as much as he needs some present *practical* help. An encyclopedia is fine, but looking up where pepper comes from isn't going to teach a retailer to buy and sell goods in competition with a chain store or a mail-order house.

ASSOCIATION NEWS.

National Wholesale Grocers' Association.

President T. F. Whitmarsh, of the National Wholesale Grocers' Association, has issued the following address to jobbers all over the country, discussing among other subjects the practice, which it appears some jobbers as well as retailers are addicted to, of deducting cash discounts after the discount period has expired:—

> We are in hopes that the members of our association will keep the matter of discount for cash seriously before them, paying their own bills within the discount period when they expect to enjoy the advantages of it, and, secondly, by urging upon their customers in turn to pay promptly and in accordance with the terms of sale.
>
> Many complaints have come to us from time to time that some of our members have violated this good rule of business by taking time and discount, too. This is not fair, either to the party from whom purchase is made or to your fellow wholesale grocers who pay their bills promptly, for it jeopardizes their continued enjoyment of this discount privilege. Manufacturers know that there is a distinct advantage to them in conceding to grocers such a discount for cash, and as the wholesaler is rather desirous of having the discount for cash privilege extended by more manufacturers and packers, rather than have it abolished by many, we must ask our members most earnestly to pay their bills within the discount period when they take advantage of the privilege.
>
> In a conversation which I had a few days ago with Mr. Frank E. Gorrell, secretary of the National Canners' Association, he told me there were a great many complaints received from the canners of the country that the jobbers refuse to purchase canned goods with serial numbers on the label; he says that

even when the canners tell the jobbers that they will stand behind him and guarantee him against prosecution under the law, the jobber generally replies that he does not intend to get into any trouble. I told Mr. Gorrell that we had given a prominent place in our May "Bulletin" to the decision of the Department of Agriculture to extend the time another two years for the use of such labels with serial numbers on, and it would be a pleasure to say to our jobbing friends that in view of such decision on the part of the Government it was our duty to help our canning friends by taking such goods. In helping them we are amply protected, both by the canner and in the assurance that the Government has extended the time in which such labels may be used for two years.

The great advances in the price of labels, scarcity of cartons and printers' ink and the high price of paper makes it advisable to order necessary cartons and labels now.

At the last meeting of our Executive Committe I laid before it the question of the inauguration of an Educational Department of the National Wholesale Grocers' Association, this department to be placed in charge of a director of educational matters, and it will be the duty of such director, among other things, to assemble and distribute to the wholesale grocer and the retail grocer information of value and interest bearing on the conduct of their business; how they may become better and more profitable merchants, serving the public well and economically and with a reasonable and fair profit to themselves.

The Director in charge of this department would edit our "Bulletin;" he would co-operate with the Bureau of Business Research of Harvard University and the Federal Trade Commission in the preparation of a Cost Accounting System for the wholesale grocers and to secure a more general adoption by the retailer of the system that has already been prepared for him by that Bureau. He will be a man who can address organizations interested in the distribution of food and on the need of education, in an effort to create interest and secure cooperation to insure the success of the plan. We also have in mind the preparation of an encyclopedia containing the fullest possible information relative to foods, a work that will record all obtainable information on the subject and that will constitute a work of reference valuable to anyone connected with the food trade. This will be a gigantic task, and in its preparation all the representative men in the food world will be asked to assist, Government and State officials as well, if we can induce them to serve. In all probability such a task could be worked out at the rate of one volume a year, but having some person such as I describe in the office of Educational Director, the work could proceed to better advantage.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Weigh Your Spinach.—Put a pound price on it—never a quart or peck or bushel price; fifteen pounds to a bushel, three and three-quarter pounds to the peck.

Educate people, however, away from the peck and quart habit. Never tag spinach or sweet potatoes that way.

* * *

Baking Butter—So-called, is poor at almost any price. In fact, it's a back number. Recommend the best butterine. There is more money in it and it will give far better results. Few progressive stores now-a-days consider it undignified to handle this article.

* * *

A Safe Aspiration.—The young man who will tackle a thing and say to himself, "I will do my best"—and do it—is making one of the safest and sanest of aspirations. If, to-morrow morning, every man would start in doing his best and keep it up, in three months' time the business world would be revolutionized.

What class of work did you take up last week that got your very best thought and action and patience?

A thing isn't well done unless it's done "your best," and there is nothing in all the business realm that brings such satisfaction as doing one's best.

* * *

Mind you, this makes a big demand on one's self. It touches the very top and bottom of things, but it pays.

It pays not only in dollars, but in character building. It does away with guess work; it eliminates indifference; it cures laziness; it clears the conscience and it establishes a reputation. A man that does his best is a trusted man, and he is just as surely in line for promotion as the slovenly, inefficient fellow is in line for the blue envelope.

* * *

Don't Talk Old Potatoes.—At this writing it looks as though there might be a drop in new ones any hour. When it comes, push them in small quantities.

* * *

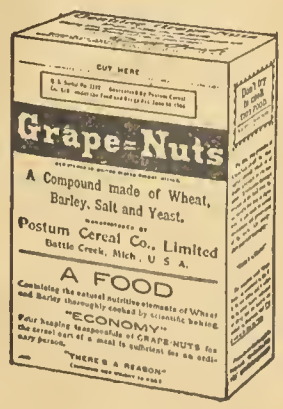
Discourage Berry Delivery.—A lot of dissatisfaction can be avoided if you begin now to discourage wagon delivery of strawberries, and later, other berries.

Just say, "It can hardly be expected that this fruit will arrive in just this condition if we send it by auto or wagon, so if convenient for you to carry it, I will be pleased to double-wrap the package."

Steady Sellers
Make Steady Money

The heavy, continuous volume of skillfully prepared and directed advertising—including sampling, demonstrating and effective promotion work—insures a strong, steady demand for

Grape-Nuts


Grape-Nuts
A Compound made of Wheat, Barley, Salt and Yeast.
Postum Cereal Co., Limited
Battle Creek, Mich., U. S. A.
A FOOD
"There's a Reason"

This ideal health-food requires but small investment and the quick "turn-over" and profit margin show a large and constantly growing volume of net profits to retailers.

"There's a Reason"

Because of established demand, Sales are Guaranteed!

Postum Cereal Co., Ltd., Battle Creek, Mich.

The New York Letter

How National City Bank Sizes Up Business. Says Business is Fine. Food Prices Now and Before the War. National Wholesale Grocers' Association Appoints Director of Educational Work. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, June 9, 1916.

The National City Bank, one of if not the largest financial institutions in the world, has issued the following statement about business. The bank declares that business everywhere and in all lines is in very fine condition:—

> The fundamental conditions, which include full employment of the people and an enormous production of commodities from original sources, were never better. Agricultural products and mineral products never before brought prices that were so remunerative to the producers, and the number of people directly engaged in these industries is very large. The lumber industry is also prosperous, although not to the extraordinary degree enjoyed by agriculture and mining. Manufacturing in practically all lines is working up to the limit of the available labor supply. Judge Gary, of the United States Steel Corporation, last week described conditions in the steel industry by saying that the orders being booked still more than covered the current production, and that business for fully a year ahead was in sight.
>
> There is a calmer, more conservative tone in all quarters, without any real let-up of activity. The labor troubles of May 1st have been adjusted for the most part, wage advances being numerous.
>
> It is evident that the whole country is doing business with a full appreciation of the fact that conditions are extraordinary and subject to change, and yet with a large degree of confidence in the future. There has been over-buying prompted by rising prices and fear of inability to get goods later, and this in some degree explains the unprecedented demand. Some of these purchases have come back upon the market, and some may do so as the time to take deliveries approaches, but the consumption of all staple articles of comfort is on a scale never equalled before. In lines in which production is being increased to take the place of foreign supplies, prices are tending downward, and in some lines in which high prices have ruled upon the public market regular customers are being served at but little above normal figures.
>
> There is a general recognition of the probability that a readjustment of prices will have to be made at a lower level after the war is over, and nobody intends to enter that period with heavy stocks if he can help it. If stocks are moderate it is believed that the readjustment will not be hard to make, for nobody expects prices to fall below the pre-war level, or even quite to it. The stocks of staple goods are low all over the world, and there can be no long sustained cessation of buying. In this country it is evident that a large amount of construction work is being delayed by the high prices. The railways are still spending as little as possible, for either equipment or development, owing to the scarcity of labor and high price of steel, but they are assured of good earnings for a considerable period, and must eventually disburse large sums to make good the wear and tear of this heavy traffic and to enlarge their facilities to meet the growing requirements.
>
> The crop season has been a little backward, but the soil has taken in a good amount of moisture, which is the most important factor in a crop. The acreage of wheat is reduced, but the country has carried over large stocks, and what the trade thinks of the prospects for the wheat supply may be judged by the fact that the price is 30 cents a bushel below what it was in the latter part of January. The corn acreage will be large, and there is an evident determination among farmers to get back to more cattle and hogs on the farms. Unfortunately, the stock of sheep is steadily dwindling, as the large ranches are broken up. The cotton acreage is 8 or 10 per cent. higher than last year and the plant is reported doing very well.

* * *

The National City Bank has prepared an interesting compilation showing the present prices of imported food products as compared with the prices two years ago before the war began. The bank makes the following statement:—

> Foodstuffs also show marked advances. Potatoes averaged in March of the current year $1.21 per bushel, against 72 cents in March, 1914. Raw sugar 3½ cents per pound in March, 1916, against slightly less than 2 cents per pound in the same month of 1914. Tea was 21 cents per pound in March of the current year, against 18 cents in the corresponding month of 1914. Currants 6½ cents per pound, against less than 4 cents per pound in March two years ago. Macaroni 7 cents per pound in March, 1916, against 4½ cents in the same month of 1914. Crude cacao 15 cents per pound in March of the current year, against 12 cents in the same month two years ago. Mackerel 9 cents per pound, against less than 6 cents in the same month of last year. Cheese, an average of 25 cents per pound in March, 1916, against 19 cents one year ago and 17½ cents in the corresponding month two years ago.

* * *

The National Wholesale Grocers' Association has appointed Floyd W. Fiske to fill the newly created position of Director of Educational Work for the National organization. Fiske was Secretary to Health Commissioner Emerson, of this city. He is a graduate of Stevens Institute and a professional analyst and statistician. He was connected with the United States Express Company for several years. Mr. Fiske is considered a high grade man and is expected to receive about $4,000 a year.

* * *

Some tables have been given out here during the week which represent the work of the Bureau of Labor Statistics of the United States Department of Labor in investigating the comparative prices of food products on March 15, 1916, as compared with the prices for the same products on the same dates of the four previous years, 1912-13-14-15. In connection with this there is a statement of prices on February 15, 1916, which shows an advance of approximately 1 per cent. within that period of thirty days. All meats showed an increase between February 15th and March 15th, the greatest increase being in pork chops. Sugar also showed a marked increase. The only articles showing a decline were eggs, flour and potatoes. Seven articles showed no change.

The table, showing quotations March 15, 1916, as compared with previous years, shows that the following articles have been higher this year than at any time during the preceding five years. Sirloin steak, round steak, rib roast, chuck roast, boiling beef, pork chops, smoked bacon, smoked ham, lard, hens, eggs (only exception 1914), butter (only exception 1913), cheese, potatoes (only exception 1912), onions, beans, sugar. Flour and cornmeal are lower than they have been in previous years. The greatest increase in the last year has been in potatoes.

* * *

The official report of food in cold storage warehouses in New Jersey has been issued during the week, and shows that 20,000,000 pounds of food products are in storage in the State now. This is about 6,000,000 pounds less than a year ago, due to the reduction of 3,000,000 pounds in the supply of fresh meats, and also to reductions in poultry and eggs.

* * *

Commissioner Joseph Hartigan, of the local Bureau of Weights and Measures, has come out in favor of the adoption of the metric system in ordinary trade transactions involving weights and measures. He introduced in the National Conference on Weights and Measures, at a recent session in Washington, the following resolution, which was adopted:—

> Resolved, That this, the National Conference on the Weights and Measures of the United States, records its approval for the adoption of the metric system by all interests in the United States, to be applied in trade, commerce and industry. And, further, be it recommended that local weights and measures officials cause the attention of merchants, manufacturers, boards of trade and chambers of commerce to be attracted to the advantages and facilities of the metric system for both domestic and foreign affairs.

Summarized Market Conditions.

Tea quiet and unchanged. New tea is in sight and trade are not much interested in old.—Coffee dull and heavy. Brazils a trifle easier.—Sugar has been somewhat softer but refiners are still maintaining refined quotations. Raws about unchanged for the week.—Domestic sardines show firmer feeling on light pack report. Pink salmon somewhat easier at a decline of 2½ cents.—Canned California fruit unchanged, with trade quite dull. Hawaiian pineapples strong on short pack report.—Canned tomatoes slightly easier; fair demand. Other canned vegetables unchanged.—Prunes firm with slight advance. All other dried fruits steady and unchanged. Currants and apricots particularly firm.—Wheat showed small fluctuations day by day, closed week no material change.—Flour unchanged from last week.

AMONG THE TRADE.

George W. Lamb, an old glucose man, is now in charge of the Philadelphia branch of the Corn Products Co.

George Nowland will sever his connection with Fels & Co. on June 30th. He has been connected with Fels & Co. as sales and advertising manager for many years, and is one of the best known men in the trade.

There's No Other
FLAVOR LIKE
MAPLEINE
That's why it continues to grow in popular favor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO
SEATTLE, WASH.

Contributed.

This Man Doesn't Agree That Sampling Consumers Is a Poor Stunt

Apropos of a Recent Article Which Recited Experiences Showing That Sometimes Expensive Sampling Brought No Results, a Contributor Tells of a Washing Powder Sampling Campaign Which Seemed to Do the Trick All Along the Line.

[In a recent issue appeared an article discussing the value as an advertising method of distributing samples among consumers. One or two cases were cited which made it appear as if this most expensive plan of advertising was often a failure, as far as getting direct results was concerned. The writer of the following article does not agree with the views therein expressed.—Ed.]

Our company (a washing powder ompound) have gone against about verything on the bill of fare in the ape of advertising from the con- omme in a two-handled tea cup the wormy nuts and petrified isins. In one town we paid a lot good money for big painted signs dead walls and we contributed mewhat freely to the financial elfare of a certain advertising ency for big canvas and paraffine gns.

Then we had a chewing gum or ize stunt. I suggested it and it proved to be a fizzle. The head of our company always had an idea that our business was to get the goods on the grocers' shelves and let that end it, and it usually did end it, for when we went around again there were the goods on the shelves and the pewter clock or other gimcrack we'd given the grocer as a premium for buying the case of goods was being dragged around on the floor by a string in the hands of the merchant's three-year-old.

I knew our plan was wrong and I told the head over and over again that we simply had to acquaint the consumer with the excellence of our stuff. Well, he always contended we couldn't afford it, but I said "we can afford it." Don't try to "kill it, but just take one good-sized average city and try it out." And he did. We sampled one town. I was on the ground. We gave away fifty thousand 5-cent packages. The head man winced at the bills and gritted his teeth as he saw dray load after dray load of his good stuff hauled out of the shipping room to be given away, and he was even paying $5 per thousand for the privilege.

I got a little uneasy myself. I became alarmed after the lapse of the first month after the distribution. I wondered how long a package would last an ordinary family and when results would begin to show up—if they ever did show up.

While we were at it we sampled thoroughly a lot of little towns over in southern Illinois—just to see how it worked in comparison with the big city. Well, the salesman for that territory just got back from those towns in Illinois and he sold every grocer in every town without half trying. The head told me they never had such a business in southern Illinois. The big city was sampled last spring. I am working it now. We got a lot of mail and telephone orders from the jobbers all summer and I began to take heart after a couple of months.

Julian Wetzel.

Indianapolis, Ind., June 8, 1916.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

One of the Best Sellers

¶ From Portland, Maine, to Portland, Oregon,

Fleischmann's Yeast

will be found on sale at the "grocer's."

¶ It's the same yeast cake with its tin foil and yellow label—the same regular deliveries and dependable service.

¶ **Fleischmann's Yeast** is one of America's "Best Sellers."

A customer enters your store and says, "I want a package of that" (an advertised brand.) You hand it down from the shelf in less than five seconds.

How much profit will fairly compensate you for that labor? In all fairness, do you really think you should expect as much as when you have to work for fifteen minutes to sell an unknown brand?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

These Manufacturers Will Gratuitously Send Retailers Advertising and Display Matter

In various ways the "Modern Merchant and Grocery World" has always directed the especial attention of its readers to the question of pushing nationally advertised products to the front. Monthly Contests have been held on the subject, and a half-page advertisement published weekly contains arguments by nationally-known manufacturers for featuring nationally advertised products in order to get the benefit of the extensive advertising which these manufacturers are doing for them. In connection with this, retailers will want to know what manufacturers will supply advertising and display matter free of charge, hence the following list:—

The A. Colburn Co., Philadelphia. Furnishes recipe booklets, advertising envelopes, blotters, printed matter with dealer's name and address thereon, upon receipt of introductory order; particulars on application. To dealers carrying the line, supplies metallic signs, large muslin display signs for salesrooms and printed matter. Spices.

H. J. Heinz Co., Pittsburg, Pa. Furnishes store cards, single sheet pos rs, booklets, leaflets, window displays, muslin display signs, etc., also arrange with the retailer for Saturday samplings of Heinz products.

Corn Products Refining Co., New York City. Furnishes considerable store advertising matter for Karo Syrup and Argo and Kingsford Starch, consisting of window trims, window displays, hanging cards, flange iron signs, tin tacking signs; also illustrated colored cook book.

Genesee Pure Food Co., LeRoy, N. Y. Furnishes brilliantly colored window displays and cut-outs, counter easels and large cartons, in the interest of Jell-O and Jell-O Ice Cream Powder.

The Wheatena Co., Rahway, N. J. Furnishes mammoth cartons, twelve-package containers for window and shelf trims, small signs for inside display, recipe booklets for distribution and lantern slides with dealer's name for picture show advertising. Will also mail samples to selected list of customers.

Burnham-Morrill Co., Portland, Me. Furnishes electros, window strips, stereotypes, matrices and electros of the B. & M. Fish Flakes packages.

Joseph Burnett Co., 36 India street, Boston. Furnishes signs, display cards, paper bags, envelope inserts with dealer's name, letter signed with dealer's name on his own letterheads (supplied by Burnett), circular letters followed by postal cards to dealer's list of customers. Burnett's Extracts.

Borden Condensed Milk Co., 108 Hudson street, New York. Furnishes grocers attractive recipe books, showing many uses of condensed milk in all kinds of cookery, from soups to pastry, ice cream and beverages.

Beech-Nut Packing Co., Canajoharie, N. Y. Furnishes single-column and double-column cuts and halftone electrotypes reproducing magazine ads, stereopticon slides, framed sign cards, inserts (imprinted). Booklets mailed direct to best customers upon receipt of dealer's mailing list.

Kellogg Toasted Corn Flake Co., Battle Creek, Mich. Furnishes window displays and advertising material. Kellogg's Toasted Corn Flakes and Kellogg's Toasted Wheat Biscuit.

Cudahy Packing Co., 111 West Monroe street, Chicago. Furnishes store cards, cut-outs, gas-jet hangers, booklets, window display, etc. Canned meats, Old Dutch Cleanser, etc.

Electro-Silicon Co., 30 Cliff street, New York. Furnishes Electro-Silicon samples, "shadowscript" show cards, counter display boxes to hold half-dozen Electro-Silicon. Electro-Silicon box cuts and other electrotypes.

P. Duff & Sons, Pittsburg, Pa. Furnish printed matter, Ginger Bread Men picture cards and signs, recipe books, prize contest for recipes closing April 1, 1914, window display sets; on request. Duff's Molasses.

California Fruit Canners' Assn., San Francisco. Furnishes descriptive price lists, recipe books, pictorial hangers, electros. Canned fruits, vegetables, evaporated fruit, etc.

Joseph Campbell Co., Camden, N. J. Furnishes selection from list of thirty-two electrotypes (reprints mailed on request), complete window display outfits featuring Campbell Kids, moving picture slides with dealer's name and address, outdoor signs or attractive material for inside display. Campbell's Soups.

Libby, McNeill & Libby, Union Stock Yards, Chicago. Furnish hangers, folders and window display material on request. Canned meats, California fruits, asparagus, Hawaiian pineapple, etc.

Towle Maple Products Co., St. Paul, Minn. Furnishes window trims, store hangers, decalcomania window stickers and electrotypes for local newspaper or circular advertising; also furnishes recipe booklets for distribution to the consumer. This is in the interest of Log Cabin Syrup.

B. Fischer & Co., New York City. Furnish announcements that retailers are handling Hotel Astor coffee, tea and rice, lithographed in colors, to be sent to retailers' customers; announcements printed with the dealer's name, address and telephone number, inclosed in an envelope and mailed by the Fischer Co.; also furnishes electrotypes for use in local advertising and general advertising matter.

Thomas J. Lipton, New York City. Furnishes cut-outs, displays advertising Lipton's Tea. Enameled signs for outside displays, metal and cardboard show cards for inside displays, metal shelf strips, cardboard show cards advertising magazine and coupon offers and cardboard show cards and booklets advertising Jelly Tablets.

Farwell & Rhines, Watertown, N. Y. Furnish leaflets, circulars, printed with retailer's name; show cards and recipes advertising Farwell & Rhines' cereal products.

Merrell-Soule Co., Syracuse, N. Y. Furnishes show cards, displays and small circulars for retailers to put in outgoing mail or packages, advertising None Such Mince Meat.

Charles B. Knox Co., Johnstown, N. Y. Furnishes electros for local advertising, recipe books, inserts, cut-outs for window displays, samples, etc., advertising Knox's No. 1 Plain Sparkling Gelatine and No. 3 Sparkling Acidulated Gelatine.

Crescent Manufacturing Co., Seattle, Wash. Furnishes advertising matter, cartons, recipe books and printed matter in general, advertising Mapleine.

American Sugar Refining Co., New York City. Furnishes store hangers, cartons, Domino and Domino Granulated, illustrated recipe booklets, fruit label booklets, full miniature cartons of both sugar and folders to put in customers' packages.

Cox Gelatine Co., New York City. Furnishes recipe books, either direct to the retailer or by mailing to his customers; also cut-out cards and window display material, advertising Cox's Gelatine.

Three-in-One Oil, New York City. Furnishes material for counter and window displays; also pamphlets and general advertising matter.

Fels & Co., Philadelphia. Furnish booklets for distribution to customers, advertising matter for counter use, signs advertising coupon plan and signs for display outside the store, cartons for window display use. The above in the interest of Fels Naptha Soap.

B. T. Babbitt, New York City. Furnishes premium catalogues, cleanser drums, large "1776" display cartons and tinned car cards.

American Kitchen Products Co., 40 Beekman street, New York City. Furnishes all kinds of advertising matter pertaining to Steero Bouillon Cubes, such as circulars bearing retailers' names, hangers of all kinds and other display matter, as well as lantern slides bearing retailer's name and specially prepared electrotypes for use in advertising.

United Cereal Mills, Chicago. Furnish material for window trims advertising Washington Crisps, together with in-door store cards of every description, and transparencies.

Armour & Co., Chicago Ill. Furnish all sorts of material for window displays for Light House Cleanser, Milady Toilet Soap, Glendale Butterine, Silver Churn Butterine, Veribest Canned Meats, Simon Pure Leaf Lard and Armour's Grape Juice; also counter display racks, an extensive line of advertising, hangers of metal and cardboard, with frames.

N. K. Fairbank Co., Chicago, Ill. Furnishes a complete line of display and distributive matter for advertising Gold Dust Washing Powder, Fairy Soap, Polly Prim Cleaner and Cottolene, including cut-out novelty hangers, banners, metal signs, decalcomanias, booklets, etc.

Lautz Bros. & Co., Buffalo, N. Y. Furnish booklets, cardboard signs, metal signs, muslin signs, display cartons, cuts for circulars and newspaper advertising, in the interest of Snow Boy Washing Powder, Lautz Naphtha Soap, Lautz Marseilles Soap and Big Master Soap.

Freihofer Baking Co., Philadelphia. Furnishes window displays, cut-outs thirty-four inches high for advertising Egg Macaroni; also recipe books, shelf slips and general advertising matter.

P. C. Tomson Co., Philadelphia. Furnishes window and store display matter, cut-outs, signs, advertising booklets, in the interest of Red Seal Lye.

Swift & Co., Chicago, Ill. Furnish large dummy cartons, hangers and cut-outs for window displays, electrotypes for circular and newspaper advertisements, free colored lantern slides, with dealers' names on them, in the interest of Wool Soap, Wool Soap Chips (boraxated), Pride Soap, Arrow Borax Soap, Swift's Pride Washing Soap, Swift's Pride Cleanser. This firm will also send free 64-page retail dealers' advertising reference book, containing valuable information, showing specimens of type faces, telling how to lay out ads., correct proofs and illustrating the many electrotypes which firm sends as above.

Curtice Bros. Co., Rochester, N. Y. Furnishes recipe booklets, shelf cards, ketchup, meat, jam and syrup hangers, soup and ketchup cut-outs, folders for mailing use, electros and picture slides, in the interest of Curtice Bros.' various products.

Franco-American Food Co., Jersey City, N. J. Furnishes large display cards, 22 x 32; car signs in hanger shape, car signs in frames, folders and booklets, small display signs, electrotypes for newspaper or circular work, and will also send illustrated catalogue to a selected list of retailer's customers. The above in the interest of Franco-American Soups.

Charles W. Young & Co., Philadelphia. Furnish paraffine signs, muslin signs, metal signs for outside and inside, car signs in black and white, gift catalogues, and from time to time special advertising features. The above in the interest of Young's Pearl Borax Soap, Pearl Borax Soap Powder, Scouring Soap, Pearl Cleanser and Cygnet Soap.

The Postum Cereal Co., Battle Creek, Mich., or any of its branch offices, will supply retailers, free of cost, with full carton displays for interior or window. If desired, the company will send its own men to arrange these displays. The company will also supply retailers, during the season, with samples of the various Postum products.

The Franklin Sugar Refining Co., Philadelphia. Furnishes window decorations, booklets and blotters when their specialty men are located so that they can reach the dealers' towns. Franklin Carton Sugars.

C. F. Sauer Co., Richmond, Va. Will furnish all advertising and display matter necessary to make a good display of Sauer's Flavoring Extracts. Retailers sending should state the purpose for which the advertising matter is wanted.

Joseph Tetley & Co., Inc., New York City. Furnishes large cut-outs for window displays; velveen inside display cards and transparent signs for window or door.

(Continued on page 13.)

How the Wholesale Grocer and Packer Can Combine to Increase Canned Goods Consumption

Jobbers' Association Secretary Says Jobbers Should Help Retailers to Be Better Merchants and Then They Would Sell More Canned Goods.

The sort of co-operation the wholesale grocers can consistently ask from the canner can be summed up about this way: Pack clean cans chuck full of good foods, properly processed; stored, labeled and shipped carefully for distribution through the regular channels of trade. The good will of the ultimate consumer is the basis of all permanent trading. In quality of product you must please the housewife first, last and all the time.

While the canner is sometimes tempted to try to beat the regulation game by selling direct to large department and chain stores, mail-order houses, etc., I don't believe it pays him. There is no chance through these channels to build up any permanent patronage, they will buy a pack when the packer has as good quality at a lower price, then next year he competes again not only with some other canners, but with his own last year's business.

Nor do we believe that the canner is justified when seeking to enter a market and is unable to connect with the jobbers in going to the trade direct in that town. We become only an indifferent distributor for any packer with too many lines of goods. Close as jobbers are situated, it would not seem necessary for every canner to sell every jobber. The canners from whom we buy we try to serve well, and become in reality your distributing department, with the broker or your house representative doing the proportioning. When I speak of canners or jobbers I mean the real business men, not the pikers.

The common problem of the jobber and the packer in the further and future development of business and the canned foods branch is the same old story, "publicity." If the average housewife knew what the packer and the canned foods buyer know about canned foods, the consumption of them would increase manifold.

At our recent jobbers' convention in Indianapolis the drift of considerable talk and discussion was along the line that the jobber should interest himself in bringing about a condition of more efficient retailing; a better informed retailer would mean more interest in the sale of canned foods, and nothing will make friends so fast as a can of good food that pleases and is good value. Publicity of a general character that has for its object the enlarging and development of the canned food industry, should be along lines of general interest and built upon the broad basis of truth. We have made much headway in overcoming the prejudice against these foods born of a former short-sighted and less careful policy.

One of the large jam and jelly manufacturers said to me a year ago that no manufacturer in his line wanted to go back to the days of uncertain quality and misbranding. When we started we were not sure that the pure food agitation was going to be a good thing for us, but we have learned that it is, and they can remove the restrictions, and we will put up pure stuff from choice. We like to do business on the square and know that your competitor is.

Let our publicity be along the line of the excellent quality and good value of canned food, and bid for public confidence on that basis. A very effective method of advertising is the indirect method. I refer to such things as encouraging the public to visit your sanitary plants, the uniforming of employees, manicuring those who handle the fruit, the restrictions to growers, etc.

There is room for the building of public sentiment along both the lines of packing and marketing.

The American lives well, wants good food, but he also loves a square deal, and it is my judgment that we will all prosper most by being willing that the other branches of the trade shall have a fair show. Public sentiment is a tremendous power, and efficient retailers in small cities have found that they can get a certain per cent. of the business, and farther than that they cannot seem to reach. The hand of public sentiment seems to confront them and say, the sun shines for all; there are other men in business.

C. C. WARD,
Secretary Indiana Wholesale Grocers' Association.
Indianapolis, Ind., June 8, 1916.

High-grade Goods the Popular Demand

IT is a difficult matter nowadays to sell an inferior article. Immediate results may make such a policy seem good business, but in the end your customers' confidence fails you, trade drops off, and business dwindles.

On the other hand, it is good business to sell people the high-quality goods that advertising has taught them to expect and demand. Such merchandise always affords quick turn-over that keeps your business and profits steadily growing.

National Biscuit Company products are universally known. They are constantly advertised and enjoy the confidence and good will of your customers. Sell them and you will strengthen the confidence of your customers in your business judgment and sense of fair dealing.

Spicy, crispy, snappy. Popular as peanuts at a circus. Retail for 5 cents and the nickels come rolling in fast.

NATIONAL BISCUIT COMPANY

Pennsylvania Organization Notes.

Frankford grocers gave a family picnic on June 7th at Maple Grove Park

* * *

Mr. Smedley will assist the merchants of Montgomery to form an organization on the evening of Wednesday, June 14th. An effort will be made to secure the attendance of each merchant.

* * *

The Lock Haven Business Men's Association has arranged for a two days' automobile "Get Acquainted Trip" for June 27th and 28th. The party will leave Lock Haven June 27th at 8 A. M. and run to State College, Rockview and Bellefonte, dining at the latter place. Then resuming the trip, a run will be made across the mountains to Lewistown and Sunbury, where an all-night stop will be made. On the following morning the following towns will be visited: Danville, Berwick, Watsontown, Milton and Williamsport, where lunch will be served. Thence home to Lock Haven. About fifty have so far signified their intention of being in the party.

* * *

The many friends of A. M. Howes, State Secretary, will be pleased to learn that he is recovering from his recent indisposition and expects to resume his duties in a short time.

* * *

The State Executive Committee and the directors of the Retailers' Mutual Fire Insurance Company held a meeting at Erie on June 6th.

* * *

McGreensburg Association has recently organized a well-equipped credit rating department as a means of service to its members.

The Grocery Markets

Tea.

The tea market is rather sluggish and here and there it is possible to get concessions from the top prices. The reason for this is the anxiety to sell on the part of many holders. Concession is not great, amounting to hardly more than a ¼ cent, and some holders will not make any concession whatever. All of the markets are now opened, most of them on a basis higher than last year. The Congous market is, of course, relatively the highest.

Coffee.

The coffee market has eased off somewhat during the week, due mostly to lack of demand, and Rio 7s in a large way are now quoted at about ⅜ cent below the top prices. Santos coffee is also a shade weaker, although not a very large shade. Trade are mostly waiting new crop coffees which, while they are no cheaper than old crop, are apt to contain better grades. This makes spot coffees somewhat unpopular and is accountable for the easier feeling. Milds are unchanged and quiet, as are Java and Mocha.

Sugar.

The sugar market shows no change except that two Philadelphia refiners have cut their prices 15 to 20 points on granulated. The quotations of these refiners were 7.35 and 7.40 respectively, but on Friday they both went back to 7.65. New York refiners are still quoting 7.65 for granulated, and there is no immediate indication of any decline, although raw sugar is being quoted at around 6.27, which would make the cut Philadelphia refined prices ample. The consumptive demand for sugar appears to be very poor.

Syrup and Molasses.

Glucose remains unchanged and compound syrup is seasonably inactive at unchanged quotations. Sugar syrup and molasses are both dull at ruling quotations.

Fish.

Norway mackerel are about cleaned up and the few still remaining on spot are very high. Some new Irish mackerel are already here at the high prices quoted a week ago. New shore mackerel will be in shortly, but the price will not be known until the vessels arrive. Cod, hake and haddock dull and unchanged. Salmon shows no change from a week ago and fair demand. Domestic and foreign sardines are quite unchanged from last week.

Canned Goods.

Tomatoes are slightly easier, probably 2½ cents, making the price in a large way f. o. b. factory 97½ cents for Maryland 3s; lack of demand appears to be the reason. Futures are selling fairly. New pack Southern peas have advanced 5 cents a dozen on account of the appearance of the pea louse. The coming pea crop is not showing up very well. Corn is growing stronger all the time, although without change for the past week. Apples dull at ruling quotations. California canned goods show no change in any way; quiet demand. Small Eastern staple canned goods are being packed without incident, except that spinach has advanced, and No. 3 is now ruling at 90 cents in a large way f. o. b. factory.

Dried Fruits.

Prunes are about unchanged, prices being fully maintained; demand light. The coast trade are feeling very firm toward the coming crop, largely by reason of the fact that they have been able to sell the surplus of the 1915 crop to Europe at very good prices. Other dried fruits, peaches, apricots, raisins, currants, etc., are all unchanged on last week's basis; demand light.

Beans and Peas.

Pea beans show a still further advance and the quotation in a large way is $4.45. Marrows are still quoted at $5. California limas are working up and quotations for delivery to Eastern markets is 5.90 cents per pound. Green and Scotch peas unchanged and dull.

Butter.

The consumptive demand for butter is about normal for the season. The receipts are about as usual and the quality is running the best of the year. The market is firm on the present basis of quotations. There is a good consumptive demand, as well as some demand for speculation. The weather is very favorable for a good production, both in quantity and quality. Not much change is looked for from the present basis of quotations during the coming week.

Eggs.

The consumptive demand for eggs is good. The average quality is not quite as good as it has been. Some of the receipts are showing effects of the heat. The market is steady on the present basis of quotations, but not likely to change in the very near future.

Cheese.

The cheese market is steady at the recent decline. The receipts are about normal for the season and the average quality is the best of the year. The price is now ranging about 1 cent a pound lower than it was last year owing to the lack of demand for export. Not much change in prices is looked for in the near future.

Provisions.

The market on everything in the smoked meat line is firm with a light demand, at prices ranging about the same as a week ago. Pure lard is steady at about ¼ cent per pound lower. Compound is firm at unchanged prices, with only a moderate consumptive demand. Barreled pork is firm with a light supply at unchanged prices. Canned meats and dried beef are firm; moderate demand at slightly advanced prices.

INDIVIDUAL MARKET REPORTS.

Wheat.

To use a slang expression, wheat is "on the toboggan" and prices crumbling away daily. The plethora of supplies in this country, Europe and Australia and the indifferent foreign demand completely overshadows all else. On yesterday, when this week's small shipments from Argentina and Australia were announced (Argentina 1,008,000 bushels and Australia 744,000 bushels), it was expected that this would have a tendency to check the decline, but it was without effect.

We are in a period of worldwide liquidation in wheat. Whether it is caused by the abundance of supplies or the prospect of an early peace no one knows. In any event, the fact that the 1916 crops in the United States and Canada are likely to be over 350,000,000 bushels less than last year must sooner or later wield an immense influence on prices. At the moment wheat is friendless—the European buyer, as well as our own domestic buyers, feel confident that much lower prices are coming. They were of the same opinion last September when December wheat in Chicago was 90 cents, yet in the face of a harvest of 1,387,000,000 bushels in North America, wheat advanced 50 cents per bushel in five months.

To-day, with the prospect of a 790,000,000 crop in the United States and 250,000,000, or less, in Canada and smaller crops in Europe, we find the market declining daily. It will need only a few cents further decline to attract heavy investment buying and when once the decline is arrested the crop situation will be given more weight. In the meantime there is very little use discussing crop news and conditions.

The scarcity of farm labor in Canada is causing ggreat uneasiness. The Minister of Agriculture reports farmers offering $50 a month and board, while the few men available are asking $60.

In our opinion the present decline is overdone—the pendulum of prices has swung too far in the downward direction.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

Imported Fish Specialties.

The herring and mackerel market continues in a dull and lifeless fashion. Trade is done only in a hand-to-mouth way and is likely to continue so during the hot months.

The demand for imported oil sardines continues very good, but the business done is only on a fair scale, and first of all stocks of imported sardines are very unimportant; and secondly, the high prices asked for them stand in the way of large orders. Everybody is buying from hand to mouth, and taking chances as to the future.

Reports from abroad anticipate higher prices for sardines, for the simple reason that prices for tin have advanced and so have the prices for other raw materials, and labor seems to be getting scarcer every day. Besides, the demand for imported sardines from the countries at war does not seem to stop in the very least, and the continually advancing prices are seemingly paid cheerfully by European buyers. We are not in a position to compete with them, because if we paid the same prices that they are paying at the present moment, we could not sell the goods here, even at cost, much less at a profit. This situation is not likely to change until the war situation has changed materially.

STROHMEYER & ARPE CO.
New York.

Foreign Grocery Specialties.

The olive oil market continues strong and firm, with a very strong tendency to advance. The demand is excellent all over this country.

Spanish pimentos (sweet red peppers), particularly the one-pound size tins, are getting scarcer every day, and stocks here are unimportant, while stocks in Europe seem to be practically exhausted.

The market is still well supplied with Mexican and Louisiana garlic and prices are about unchanged. First shipments of new crop Italian garlic were promised for the beginning of June, but no cables have been received as yet advising that shipments had gone forward. Probably weather conditions in Naples prevented the fulfillment of the early contracts.

STROHMEYER & ARPE CO.
New York.

Evaporated Apples, Etc.

The evaporated apple market is without material change this week. We are through with the blossom and from what can be seen of the set, we will have a good Baldwin crop, but the Greening crop will be disappointing. This variety from reports received, shows a poor set compared to the blossom.

We have a firm market on futures. New York traders have been liberal buyers on the basis of 5 to 5⅛ cents per pound in 50-pound boxes for prime. Local dealers were sellers at this price

he first of the week, but continued buying has made them raise their asking rice ⅛ to ¼ cent.

Spot goods are held from 5 cents per ound up, according to quality. Some obbing business is being done, but carad buyers show no particular interest, xcepting when they can get a bargain.

C. C. HALL.

Rochester, N. Y.

Sugar.

Refined Sugar.—The market continues uiet and unchanged, but unsettled. All efiners are quoting basis fine granulated 65 cents, except McCahan and Pennylvania, who are quoting basis 7.35 ents, but will sell basis 7.30 cents for rompt shipment. Federal are quoting asis 7.75 cents. Withdrawals are only air, but when better weather conditions revail, and increased demand can be ooked for.

Raw Sugar.—Refiners and operators -day bought all offerings of Cuba ugars at equal 6.21 cents duty paid, ales aggregating 50,000 bags on the pot and afloat nearby. The market oses steady and somewhat firmer, with olders asking equal 6.40 cents duty paid r June shipment, and equal 6.52 cents uty paid for July shipment.

J. H. HUSTON CO., INC.

Philadelphia, Pa.

inal Report on Stevens Bill Vote Shows Majority National Chamber of Commerce Want It.

here Were 690 Votes in Favor and 236 Opposed. All Philadelphia Organizations But One Vote in Favor. Proposition to Put Federal Trade Commission in Charge of Prices is Voted Down.

ecial Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
June 9, 1916.

The final report of the voting nong the members of the National hamber of Commerce over hether the Stevens bill should be ndorsed is now available. The tevens bill, which is now pending Congress, would give manufacrers of trade-marked merchanse the right to fix the wholesale nd retail selling prices. From the ficial report the following is ken:—

Two recommendations were placed before the membership of the Chamber. Under the By-Laws the vote closed at midnight on May 16, 1916, when 353 organizations had filed ballots. These organizations are situated in forty-one States, the District of Columbia, Hawaii and Alaska. The American Chamber of Commerce in Paris was among those which voted.

In the balloting each organization casts as many votes as it may have delegates at an annual meeting of the Chamber. The number of delegates an organization may have depends upon the number of its members, but in no case falls below one or exceeds ten.

The results of the balloting on each proposition were as follows:

I.—There should be Federal legislation permitting the maintenance of resale prices, under proper restrictions, on identified merchandise for voluntary purchase, made and sold under competitive conditions; 690¼ votes in favor; 236¾ votes against.

II.—Federal legislation should take the form of an amendment to the Trade Commission Act defining the conditions under which price cutting is an unfair method of competition and authorizing the Federal Trade Commission to prevent such price cutting in interstate and foreign commerce; 548 votes in favor; 289 votes against.

In accordance with the vote, the Chamber is committed to the first proposition in that more than one-third of the voting strength of the Chamber was recorded, and more than two-thirds of the votes thus cast, representing more than twenty States, were in favor of the proposition.

The Chamber is not committed to the second proposition, as less than two-thirds of the votes cast were in favor.

In Philadelphia the Board of Trade, the Chamber of Commerce, the Lumbermen's Exchange, the Morocco Manufacturers' National Association, the National Association of Soda Water Flavors, the National Varnish Manufacturers' Association, the Paint Manufacturers' Association of the United States, and the Philadelphia Bourse, all voted in favor of the bill. The Commercial Museums voted against it.

HOLT.

THESE MANUFACTURERS WILL GRATUITOUSLY SEND RETAILERS ADVERTISING AND DISPLAY MATTER.

(Continued from page 10.)

The O. & W. Thum Co., Grand Rapids, Mich. Furnishes show cards, chandelier cards; also window trims—six pieces, on paper, in colors. One show card is sent in each case of 250 sheets. Tanglefoot Fly Paper.

The Southern Cotton Oil Co., 24 Broad street, New York. Furnishes recipe books, cut-outs, window transparencies, complete window trims, envelope stuffers, electros, lantern slides showing dealer's name, and other dealer-helps. Wesson Snowdrift Oil.

Loose-Wiles Biscuit Co., Long Island City, New York. Furnishes cut-out displays, store hangers, magazine advertisement reproductions, bill boards, sampling lists, and attractive blank cuts for retailers' advertising.

Buffalo Specialty Co., 375 Ellicott street, Buffalo, N. Y. Furnishes window trims, newspaper electros, letters and circulars for dealers to send out to their customers. Liquid Veneer.

William J. Moxley, Inc., Philadelphia, Pa., will send to all dealers handling their butterine window trims, cut-outs, empty cartons, moving picture slides, quarter-pound samples and much other material of use in advertising and exploiting the goods.

The Hill Bros. Co., New York, will supply, advertising Dromedary Dates and Cocoanut, framed date signs, date hanger, yellow crepe paper, empty date cartons, cocoanut hanger and all material necessary for window displays.

Are Your Customers Satisfied With Your Hams?

The fact that they don't kick isn't always certain evidence—do they buy ham regularly, or are you getting any new business on ham?

Liberty Brand hams, packed by us, are offered to you as hams that will satisfy your most particular customers—real trade makers. Sweet, tender, juicy—our own methods throughout the whole cure. No hams are **Liberty Brand** unless so branded.

We are advertising these hams to your customers. Be ready for the demand.

F. G. Vogt & Sons, Inc.
30th and Race Streets Philadelphia

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

927 Arch Street

PHILADELPHIA

A Lesson in Scientific Price-Cutting

How the James Bell Co., Philadelphia Chain Store People, Get Around the Chief Embarrassment of Price-Cutting by Making the Cut on Something They Don't Regularly Handle, Like Window Screens. The Screen Cut.

The James Bell Co., Philadelphia chain-store grocery people, have done a bit of price-cutting during the week which may give some reader of this paper an idea as to how to cut prices without cutting off the limb of the tree on which they sit.

The main objection to cutting articles which are a part of your regular stock is that you can't always get them back again. Every retailer who has cut the price of any package brand knows what a tussle he has had to make his customers pay the old price if he went back to it.

The James Bell Co. therefore go outside their stock and cut something which they do not ordinarily handle at all. Last week's cut was a window screen at 23 cents, said to be regularly sold at 35 cents. A representative of this paper bought one and had it examined and appraised by a hardware man. He said it was a cheap screen which cost the trade $3.25 a dozen or about 27 cents each. It was true, he said, that 35 cents was the regular retail price. It was not a bad screen for the money and was an undoubted bargain at 23 cents.

The James Bell Co. lost 4 cents on every screen they sold, not counting the cost of doing business. If they sold a hundred at each store, they spent $4 per store for some of the most valuable advertising, doubtless, that they had ever had. And as they presumably do not ordinarily sell screens at all, they are spared the embarassment of trying to get a cut price back. The next cut will probably be on something else they do not regularly handle, and so on.

Naturally the hardware man doing business near a Bell store might not grow enthusiastic about the scheme.

On this same subject it appears that the Liggett-Riker chain of drug stores work the same stunt to some extent. This week they are holding a one-cent sale—pay one cent more than the regular price for one package and get two bottles or cans as the case may be. Here are some of the cuts:—

Liggett's Breakfast Coffee, 1 lb., 35c.; 2 lbs., 36c.
Opeko Tea, ½ lb., 35c.; 2 ½ lb. packages, 36c.
25c. Van Camp's Tomato Catsup, 2 for 26c.
20c. Jar Pure Honey, 2 for 21c.
35c. Bottle Queen Olives, 2 for 36c.
25c. Liggett's Marmalade, 2 for 26c.
25c. Raspberry Currant Jam, 2 for 26c.
10c. Van Camp's Tomato Catsup, 2 for 11c.
25c. Grape Juice, pints, 2 for 26c.
20c. Peanut Butter, 2 for 21c.

Meeting Mail Order Competition in Canada.

A year ago the organized grocers of Canada, near Saskatoon, appointed a committee to see what could be done to enable retailers to buy goods on such terms that they could compete with mail order houses. After a great deal of study and careful investigation a plan was submitted in the form of a wholesale company, which was indorsed by the executive. No man can hold more than $1,000 stock. Shares are sold at $100 each. The mail order houses are particularly strong in Canada, one house near Saskatoon shipping 460 cars in 90 days.

CORRESPONDENCE.

To Sell Baled Waste Paper.

Scranton, Pa., June 7, 1916.

To the Editor.

Dear Sir:—In your issue of June 5th appeared an article asking merchants to save their waste paper.

Will you kindly send me the names of firms who buy it at a price which pays the merchant to save it.

Very truly yours,
H. A. DIMLICH.

Coll Paper Co., 305 Florist St.; J. I. Lenhart, 236 N. Delaware Ave.; Chas. Goldman, 731 Walnut St., all Philadelphia.

* * *

To Buy Herring.

Braddock, Pa., May 31, 1916.

To the Editor.

Dear Sir:—Being a subscriber to your paper, kindly inform me where I can purchase the following articles: Blue back herring (salt), and American round or split herring, and oblige,

Yours respectfully,
L. HIRSCH.

Get in touch with F. H. Fromm & Co., 16 South Front street, Philadelphia, Pa.

Smaller Pack of Hawaiian Pineapple Expected.

The out-turn of 2,660,435 cases of Hawaiian canned pineapples in 1915 appears to mark the zenith of this growth, for conservative estimates place the 1916 pack at not over 2,200,000 cases, while some packers believe it will go but little over the 2,000,000 mark. The financial success of the earlier pineapple corporations so encouraged the extension of the industry, not only by these earlier corporations themselves, but by large mainland canning interests, that the inevitable state of over-production was reached in 1915. Only fifteen years has been required to develop this pineapple business. The first canned pineapples were exported in 1901, and during that year about 2,000 cases were produced. By 1912 the production had reached 1,313,363 cases, and at the end of the following three years it had doubled. The over-production of the last year or two, combined with low prices for both raw and finished products, practically eliminated the financially weak and brought about a sudden curtailment in production. The consumption of canned pineapples in the United States prior to the entry of the Hawaiian product was not over 500,000 cases, principally from Singapore and the Bahamas. This same territory is now absorbing more than 2,000,000 cases of Hawaiian pineapples alone.

Want Ross to Clear Himself First.

A motion to postpone the consideration of the case of the Federal Trade Commission against the Shredded Wheat Biscuit Co. was during the week presented to that Commission by attorney for the company. The Commission had entered a formal complaint upon its own motion against the company for various practices which were alleged to be unfavorable trade practices. This attorney argued that the whole matter should be suspended until the Federal Court of Connecticut decides a case against the Ross Food Co. by the Shredded Wheat Biscuit Co. It was alleged that the Ross people were trying to avoid this suit by appealing to the Federal Trade Commission. In other words, the representative of the Shredded Wheat Co. questioned the authority of the Commission practically to take the case away from the Federal Court in Connecticut by instituting its proceedings. Before the hearing was adjourned Chairman Davies, of the Trade Commission announced that the petition of the Shredded Wheat Biscuit Co. for postponement would be duly considered. The counsel for the Commission promised that the Shredded Wheat Co. would have the opportunity to cross-examine all witnesses called in this case. It was furthermore pointed out that inasmuch as the complaint was brought formally upon the motion of the Commission, it remained the duty of the Commission to prove its charges.

Will you pay 20 per cent. extra for ice this summer?

IF your store refrigerator has the Howe double air-lock door construction, we can GUARANTEE to save 20 per cent. of your ice money this summer. *How do we know?* Do you suppose we could make such a foolhardy offer if we had not had EXPERIENCE to back it up? Write us about it TO-DAY.

HOWE SCALE CO., 508 Market St., Philadelphia

TO THE TRADE—No. 4

Year After Next

How can you best build up your soft drink business so that it will grow this year, next year, and year after next? This is a fair question and an important one to you, because the popularity of ginger ale in the home is already great and is destined to grow.

You will agree that a fair answer to the question above is: "By offering to my customers the brand of soft drinks which is most popular, of the best quality, and put out by the house which does the most to help me sell it."

The only brand of American made Ginger Ale which is known the country over is Clicquot Club; no one disputes this fact. The knowledge or popularity of any other American ginger ale is merely local or sectional. The Clicquot Club Company will continue its extensive advertising and make this name even better known everywhere.

Money cannot buy purer or better ingredients than go into Clicquot Club Ginger Ale—and many years of experience have shown us how to make the blend which will best please 94 people out of 100. Just let people know that you have Clicquot Club. They will order because they know about it; our advertising and the reputation their friends give it have told them about it. They will re-order because they like it; they will serve it to their guests and get others to buy it.

We believe the logic of all this is that you can best build up big volume of ginger ale business for this year, next year and the year after, by letting your customers know that you carry Clicquot Club, the recognized leader of ginger ales.

THE CLICQUOT CLUB COMPANY, MILLIS, MASS.

Winner of Medal of Honor, Panama-Pacific Exhibition

Clicquot Club

Pronounced Klee-ko'

Made in America **GINGER ALE** *Best in the World*

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

You Tickle Me and I'll Tickle You.

D'ye know, there's a saying that means a heap, though it ain't what you'd call a refined society saying or anything like that.

"You tickle me and I'll tickle you." That's it. Chew it over a bit and you'll see that wrapped up in that little thing there's a bunch of good hard sense.

I've got a customer who's had some trouble with his wife. She was a widow when he picked her, and he says himself that both of 'em married each other for their money, and both got stung. She must have been a holy terror, from what people said, and after they'd had a cat and dog time for a couple of years, she left him and started out to get a divorce.

It all got in the papers and the local paper in their town printed the whole thing.

He was going on to me like mad about it.

"Blame paper!" he said, "what did it want to print that for?" You'd think it would want to protect the people of the place instead of printing everything it can about them, wouldn't you? That'll hurt my business."

"Ain't the paper friendly to you?" I asked.

"I supposed it was," he said, "I've never done anything to make it unfriendly."

"But have you ever done anything to make it friendly?" I said.

"What do you mean by that?"

"Have you ever advertised in it?"

"No, that wouldn't do me any good. I get out circulars when I want to advertise."

"Who prints the circulars?"

"I get them done over here in Medford. My wife's cousin has a printing shop over there, and he gives me a discount."

"D'ye even subscribe for the paper?"

"Well, no, I don't. Not now. I used to, but I take the county paper instead. There's more news in it."

"So you don't throw any business at all to the town paper, do you?"

"Guess I don't, that's right."

"Well then how in thunder can you expect it to do you any favors?" I said, pretty loud. "Don't you understand that a newspaper is human just like you are? It tickles the people that tickle it. Wouldn't you? Thunder! Be fair, man!"

"All the same the paper ought to have the interests of the people at heart, and it isn't the interests of the people to print stuff like that about me."

"Now don't get in wrong there either," I said. "The only person that wasn't interested in that was you. The other people here just lapped it up."

"Why the editor of that paper don't buy a dollar's worth here!" he said.

"Why in thunder should he? You don't buy a dollar's worth of him! I suppose he was glad of a chance to slam you without going out of his way. He wouldn't be human if he wasn't."

It makes me mad—these people that expect other people to do all the tickling. I've got another customer that don't advertise in his local paper either. When I asked him why, he said it was no good—it never had any news in it. Come to find out, the reason he said that was because he used to trot down to the paper with squibs about his son graduating or his daughter visiting somewhere and they never got put in. He didn't throw any business to the paper either—didn't even subscribe for it. A brother of his in the hardware business did advertise in it and he got a free copy and this customer of mine used to mosey over there and read it.

He didn't do a blamed bit of tickling but he expected to be tickled all right. I opened up on him too when he told me that and I hope it did him some good.

When you're feeling sore about somebody not giving you what you think he ought to, it's a good thing to put it straight up to yourself whether you ain't doing the same by him.

THE STROLLER.

Congressman Says Congress is Too Busy to Pass Stevens Bill.

Congressman D. R. Anthony, of Kansas, has made the following prediction regarding the Stevens Bill now pending in Congress:—

There is nothing doing, so far as outward appearances go, toward the passage of the maintenance bill, though I suppose that hearings are going on before the committee. I do not think it is at all likely that the administration will care to shoulder the responsibility for passing a bill of this kind at this time. There is too much opposition to it. There are too many other things in which the administration has a vital interest.

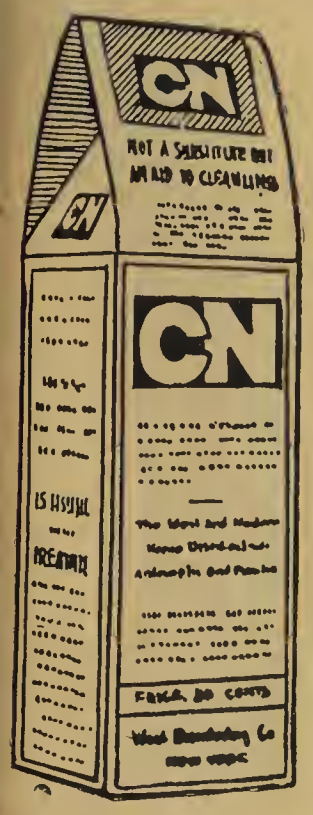
Personally, I think the price maintenance bill is likely to meet a good deal of opposition when the public learns about it. The public will think that it is in some degree a plan for forcing them to pay higher prices, and that of course would render it unpopular. I never committed myself to the price maintenance proposition because I am not at all sure it is a good thing, though it might be possible to frame a bill which would be satisfactory.

Weekly Window Display Suggestions

Quick Lunch Display

This is an especially good window display just now with warm weather here. First cover the bottom of the window with a pale shade of green crepe paper. Directly in front place a neat-sign card, as shown. In the center build a small platform about ten or twelve inches high. On this spread a small white cloth, making sure that the edges touch the floor of the window. In the center place a dish of fruit. Garnish two small plates with lettuce or parsley. On one place some potted ham and on the other turn out the contents of a jar of club cheese. Place the crackers on a dish, the olives in an olive dish, and arrange two plates of small cakes, say, about a half pound on each. Towards the rear place two loaves of bread on a large plate. At the extreme rear make a curtain effect of the pale green crepe paper and place sign card, as illustrated.

Bear This in Mind!



Your business prospers on repeat orders.

They reflect credit upon your advice to customers.

Every thoughtful housewife has many daily uses for

CN

She employs it in all cleaning operations because it does its work efficiently and quickly.

It is the national cleanser, deodorant and disinfectant.

Take advantage of our consumer advertising campaign. Link it to your windows with the unique display we will be glad to send you. It will bring you new business and the merits of CN will answer for repeat orders.

Your Jobber Will Supply You

West Disinfecting Company

HOME OFFICE

12 East Forty-second Street *New York City, N. Y.*

Your business

can be cultivated—steadily and reliably—by giving your customers *what they ask for.*

Satisfying your customers is building your business. And there is nothing that gives such satisfaction to customers as **Fels-Naptha** *soap*— **Fels-Naptha** *does* all that's claimed for it.

Fels & Co.
PHILADELPHIA

BURK'S Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and LUNCH ROLL were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street

PHILADELPHIA

No. 367.—When Your Competitor Steals Your Selling Ideas.

The following letter raises something that to me at least is distinctly new. I have never seen or heard of a legal problem like it:—

> Please tell us whether we are compelled to endure something which is being put upon us by a competitor, and which we believe to be both immoral and illegal. They say that imitation is the sincerest form of flattery, but it can also be the most exasperating and also plain theft.
>
> We probably put more money into the conducting of our business than any competitor in the same line in the East. To that, viz.: our willingness to spend money in order to make money we credit our success. We employ an expert window dresser by the year, and also a paid advertising manager, for we issue a large amount of mail literature. Recently we were told that a competitor in another section of the city was copying our windows, and upon investigation we found that this was true. We discovered that when we would make a display it would be reproduced almost exactly in the window of the other store within twenty-four hours. We have not been able to catch the person responsible for it, but evidently some one is sent to make notes. We also have a peculiar way of advertising, or rather of arranging our advertising that we have found very effective. This has been copied almost exactly by the other store. It was invented by our present advertising manager, and we believe it has been very effective. A number of leaflets which go in packages have also been copied very closely, and so have a number of other plans, such as a style of wrapping packages. The color paper we use has not been adopted, but the same idea with another color paper has.
>
> All this is very annoying. I cannot say as it has actually cost us any trade or money, because the store is clear at the other end of the town from ours, and does only a local business. Still it is irritating, and we shall take means to stop it if we can. Please give us the advantage of your opinion.
>
> J. Wetteler & Co.
> Cincinnati, Ohio.

There are some things which a business house has and does in business which it can protect from imitators, and there are other things which it cannot protect.

It can protect "any new and useful art, machine, manufacture or composition of matter, or any new and useful improvement thereof, or any new original or ornamental design for any article of manufacture." That is done by taking out a patent. Obviously a window display, or a style of advertising, or little store stunts like a particular color wrapping paper, and so on, are not within this.

Second, it can protect "a name, sign, symbol or device which is attached to goods offered for sale in the market so as to identify them with a particular trader, or with his successors, as owners of a particular business." This is done by getting trade-mark registration, through the Patent Office. The things which which this correspondent wants to protect clearly do not belong in this description.

Or third, it can protect any book, map, chart, dramatic or musical composition, engraving, cut, print, photograph, or negative thereof, painting, drawing, chromo, statue, statuary and models or designs, intended to be perfected as works of fine arts. This is accomplished by obtaining copyright registration through the Librarian of Congress. Original advertising matter would be included within this and could be protected by filing copies of it in the office of the Librarian of Congress and paying a small fee. The words, "Copyrighted, etc.," such as appear in connection with these articles, would have to be printed with the advertising matter. If this were done, and your competitor then copied it, even if he did so only partially, you could get him for infringement of copyright.

But you cannot copyright a window display, or —usually—a store plan.

Outside of these three things or classes of things which a business house can protect, there is still another, and it is wider than any of them. It can protect the identity and distinctiveness of its business from being stolen and copied. Even if the things copied have not been and cannot be patented, trade-marked or copyrighted, the law says that they must not be copied, if copying them is done for the purpose or has had the result of "passing off or attempting to pass off upon the public, the goods or business of one person as the goods or business of another." That means anything done to deceive the public into believing that A's store is really B's, or that A's brand is really B's. The law calls that unfair competition and grants liberal protection against it. But the Cincinnati case is nothing like that, for the store which is stealing my correspondent's ideas is not doing so in order to palm itself off as his store, or to palm off its goods as his goods. It is doing it because it thinks the ideas it is stealing are good ideas.

Outside of the fact that the Cincinnati firm can, as I have stated, copyright its advertising matter, it is pretty nearly helpless against the thefts of its competitor. I don't conceive how it would even start to proceed against the theft of a window display, for instance. Still, I should not hesitate to write it a letter threatening, if the thefts were not stopped, to *do everything that the law allowed* in order to stop them.

(*Copyright, June, 1916, by Elton J. Buckley.*)

—

Question: "L.," Pa.—There is a small lot about 50 x 100 feet adjoining our property which we are anxious to buy, but cannot find the owner, as taxes have not been paid on it for years. Is there any way we could legally take title to it?

Thanking you for an answer through the "Modern Merchant and Grocery World."

Answer.—Of course you can assume possession of the lot and pay tax on it, but you will do so subject to the right of the real owner to come forward and take it over. The best way is to stir up your county tax officials to advertise and sell it for unpaid taxes. You can then buy it in.

—

Question: "Widow," Pa.—Having read in your paper that you would answer questions, would ask that you kindly give me some advice. My husband died very suddenly last November, making no will, and everything was in his name. We had a grocery store and I did all the house work and ran the business all myself. Now, I would like to know whether there is such a thing as to my claiming wages, since there was nothing left in my name, and as there were three children, all under age, the estate was divided among the children giving me only one-third of the income.

Would you kindly advise me whether there is such a law as to my claiming wages?

Answer.—You do not make it clear whether you mean to claim wages before your husband's death or after. It is very doubtful if you could claim wages before, as you were interested in the business together with your husband and would naturally be held to have ing given your services in the common cause. But I am very clear that if you are now running the business for the estate, you can give yourself wages before there is any distribution of income.

—

Note.—Requests for information in this department should tersely set out in full all the facts bearing on the case and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Packers Will Give Cash Discount.

The National Wholesale Grocers' Association has announced that the following packing concerns has announced terms of cash discount—all shipments subject to sight draft, with bill of lading attached, payable on arrival and examination of goods, with a discount of two per cent. for cash: Grinnell Canning Co., Grinnell, Iowa; Hampton Kelley Canning Co., Hampton, Iowa; Friday Bros. Canning Co., Colome, Mich.; Owosso Canning Co., Owosso, Mich.; Strickler Canning Co., Tippecanoe City, Ohio; Elba Canning Co., Elba, Wis.; Evansville Canning Co., Evansville, Wis.; Sauk City Canning Co., Sauk City, Wis.; Valders Canning Co., Valders, Wis.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

They All Want Protection and They All Get It

Why is a stamp on a specialty order necessary, when it isn't necessary on an order given a jobber's salesman?

Because the specialty order has to go through a third party's hands. It isn't filled by the salesman who gets it, or by his employer, but by the jobber through whom it is to be shipped.

Therefore, the stamp is needed as a guarantee, to knit the three parties to the deal together so that each one will be protected, and more than that, *so that each will protect the others*. So the salesman will protect the retailer who gives the order, so the retailer will protect the jobber who gets the order (and the salesman who takes it) and particularly so the jobber who accepts the order will protect the retailer who is waiting for the goods.

That is why a specialty stamp has been found necessary. Do you insist on having the stamp on the orders *you* sign?

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Frelhofer Baking Co., Philadelphia, Pa.

I have a copy of "The Advertiser," published by the Montgomery Store Co., of Montgomery, Pa. It is a four-page paper, 11 x 16 inches, advertising about everything. The Montgomery Store Co. is in the general store business. The paper is issued monthly, and is entirely filled with advertising except for one column of reading matter, which is original and entitled, "A Few Frank Remarks on Slowness in Paying." The substance of it is that people ought to be more careful in promptly paying their obligations, especially those for actual necessities like doctors' services and groceries. Of course such a suggestion, conveyed through advertising, will have no effect whatever. It never has any effect. The only thing that can have effect in such a case is the positive action of the merchant. When his words say "you ought to pay me more promptly," and his actions say "take your time," what is the consumer likely to do?

* * *

I am reproducing the first page of this paper. The whole thing shows that the Montgomery Store is a live hustling organization. I should be interested in knowing how the "Dollar Day" scheme worked. On the inside pages are advertised dry goods, shoes, men's furnishings, confectionery and groceries. On Page 4 is china and house furnishings.

* * *

If I were the Montgomery Store people I would make the printer use a little better paper. To be sure it will cost a little more money, but not much, and it will be money well spent. The paper has nothing like the class to it that it would have if better stock were used. The advertising itself, however, is good, though I think I should say a little more about the goods and in some places use a little smaller type to say it in. Less big display type in other words, and more explanatory selling matter. I don't think the introduction to the sale has been made anywhere near strong enough. I note you say that during this sale practically all the goods offered will be sold at cost or less. If that is true you have a most powerful talking point, which should have been strongly featured in the heading instead of being buried in the text. For instance, a heading something like this:—

For One Day Only We Will Sell These Goods at Cost or Below

Everybody who read this would sit up and take notice. They would take a great deal more notice than they doubtless did of the heading used, though I have no doubt that this advertising gets results.

—

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

THE ADVERTISER

Published Monthly by the

Montgomery Store Company

MONTGOMERY, LYCOMING CO., PA. APRIL 5, 1916

$ DOLLAR DAY $

FRIDAY APRIL 7th

An Astonishing List of Wanted Articles Specially Priced for this One Day Only. The Power of a Dollar was Never so Great Before

THIS Dollar Day Sale is no hurriedly schemed event. It's details were planned carefully. To several special purchases of standard quality merchandise, we add from regular stocks single items and groups, pricing all at $1.00. This sale would be without significance if prices were regular. But they are not everyday prices. They are ONCE IN A LONG TIME prices. Take any Dollar item in the sale and compare it with a similiar item sold elsewhere at a quarter more, a half more, even double, the dollar we ask, and you will easily understand what an extraordinary sale this Dollar day is. We might call it a profitless event, as practically all things offered are offered at cost—in some cases less than cost. This explains why the sale is for one day only. Come early, some assortments will go quick.

All $1.25 Wrappers and House Dresses Dollar Day **$1**

All $1.35 Waists, Dollar Day, **$1**

All $1.25 Middy Blouses Dollar Day **$1**

CORSETS---Special!

We will give a 15c Gauze Vest Free with each corset sold on Dollar Day for $1.00 or over.

We handle R & G, Warner's and Nemo.

China Special!

With every dollars worth of goods bought in our China department on Dollar Day we will give absolutely free an 8 inch Salid Dish or the price of the dish in other goods in this department.

Special Combination Basket Groceries For Dollar Day

2 lbs granulated sugar	.16
½ lb cocoa (bulk)	.15
1 can California yelolw peaches	.20
1 box matches	.05
1 lb R 11 Coffee	.20
¼ lb Royal Garden tea	.15
2 lb. oat flake	.10
2 lbs lima beans	.20
1 basket	.05
Regular price	$1.20

Dollar Day Price $1.00

TORRINGTON Vacuum Cleaner and Sweepers

One of the best recommended by Good Housekeeping Magazine, regular price $6.50.

Dollar Day price,

$5.50

$1

Shoes--Special!

A due bill for ten cents on every dollars worth of shoes you buy Friday. Available on Dollar Day.

Hallmark Shirts

With every Hallmark shirt sold for $1.00 on Dollar Day we will give a 25c tie free.

$1

More Speakers Testify for Stevens Bill.

Mrs. Julian Heath and Another New York Woman Say the Housewives' Best Protection is Identified Merchandise. Stevens Bill Needed to Prevent Fraud.

Special Correspondence of "Modern Merchant and Grocery World."

Washington, D. C.,
June 9, 1916.

Other speakers who appeared before the House Committee on Interstate and Foreign Commerce, in favor of the Stevens bill, which would give manufacturers of trademarked goods the right to fix the wholesale and retail selling prices, Mrs. Julian Heath and Miss Christine Frederick, both of New York. Mrs. Julian Heath is the president of the National Housewives' League. She maintained that the best protection a housewife can have is the identified article. Only in this way can a purchaser judge of the quality of the article which is being purchased. Merchandise with distinctive marks, and in plain covers, can be judged as to the quality of the article which is being purchased. Merchandise without distinctive marks, and in plain covers cannot be judged as to the quality until consumed, Mrs. Heath said. An identified article, on the contrary, she declared, can be so judged. She said that unless Congress permits manufacturers to maintain their retail prices, identified articles will gradually be driven off the markets, which would be detrimental to the best interests of the consuming public, inasmuch as unscrupulous retailers could practice all kinds of frauds in the sale of unidentified and non-branded articles.

Mrs. Frederick gave similar testimony.

HOLT.

Week's Dry Goods Business.

Marshall Field & Co. in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods shows an increase over the corresponding period of a year ago.

Road sales for immediate delivery show good gains over last year.

Buyers have attended the market in much larger numbers.

Collections show good improvement over the corresponding week last year.

Prices on domestic cotton goods are strong.

EXECUTIVE OFFICERS AND GENERAL SALES AGENTS
OF
THE SHREDDED WHEAT COMPANY
NIAGARA FALLS, N. Y.
11TH ANNUAL CONFERENCE
HELD IN
"THE HOME OF SHREDDED WHEAT." NIAGARA FALLS, N.Y.
JANUARY 3RD TO 5TH, 1916

Shredded Wheat Men in Annual Conference

The Remarkable Organization That Has Put This Famous Cereal Food on the Breakfast Table of Nearly Every Home in the United States and Canada.

The reeent conference of the Exeeutive Offieers and General Sales Agents of The Shredded Wheat Company held at Niagara Falls calls attention to one of the most remarkable industrial organizations in this country. To this conferenee came the men who advertise and distribute this produet in all parts of the eountry.

"The Shredded Wheat Family," as it is popularly called, is unique among sales and advertising organizations in that it has secured world-wide distribution for a breakfast cereal with an unbroken record of constantly increasing sales from the day it was first put upon the market until the present time. Other cereal concerns have had their ups and downs, their good years and bad years, but Shredded Wheat has never failed to show in any year an increase over the sales of the previous year. In good times and bad times it has maintained an ever-increasing popularity, until finally it has become recognized as the staple whole wheat cereal food of the world. Its distribution is not confined to any seetion or group of States. It is sold in every eity, town and hamlet in the United States and Canada. You can buy Shredded Wheat Biscuit in London, England; Pekin, China; Tokio, Japan; Melbourne, Australia—in every clime where human beings give some intelligent thought to what they eat.

The recent conference not only reviewed the work of an unusually prosperous year for the company, but developed and perfected plans for a year that promises to be a record breaker in the remarkable history of the company. A half million dollars will be expended in educational promotion work covering all fields of activity in this country and Europe. A new model sanitary factory of glass, steel and concrete is being erected at Oakland, Cal., at a eost of a half million dollars. This when eompleted will make four factories now operated by the company, two in Niagara Falls, one in California and one in Canada.

And the unique thing about "The Shredded Wheat Family," and perhaps the most gratifying feature of its success is the fact that this business has been built upon educational lines. As a matter of fact this organization is largely engaged in educational work. Every General Sales Agent might be properly called "an evangel of health." Ordinary advertising methods would not "put over" Shredded Wheat. Its cleanliness, purity and high nutritive value must be constantly carried into the homes of consumers by means of educational literature and far-reaching sampling campaigns. The appeal is along dietetic lines, and this appeal, combined with humane treatment of employees, with a fair selling policy for the distributors, which seeures the co-operation of the trade, is the real secret of its great success. It is not only the purest, cleanest, most nutritious cereal food made, but the process of manufacture is the best process ever devised for making the whole wheat grain digestible.

We are glad to have the privilege of printing the pictures of the men who make up this fine organization. Some of them are personally known to many readers of this publication. To know any one of them is to get in touch with a business that has been built upon principles that must always eommand the respect and confidence of dealers and consumers.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes.

Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

One case Lux Washing Powder, wholesale cost, 8 cents each; retail, 10 cents; we will sell them for 5 cents.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 133.

I have an A No. 1 American Slicing Machine, as good as new; all know the merits of this machine, also the selling price; will offer it at the low price of $85, or what will you give for it? For counter use.

H. J. GUNDAKER,
615 E. Walnut St., Lancaster, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

We Are Helping You Sell Chase-O

Every new customer you get on **Chase-O** makes two more. We help you get the first customer by the advertising we are doing to your customers, and by the window displays we will do for you if you'll let us.

Chase-O is one of the most wonderful little labor-savers in existence.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower

The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed In Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible tip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in stage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

VANTED.—Ex-business man or sales-an with executive ability, to represent reliable corporation. Give experience d references. Address N. C. U., 616 raders' Bank Building, Scranton, Pa. 24

ANTED.—A salesman who is at esent employed and has held this same sition for at least two years. Salary 00 to $900 per year, according to pre-ous experience and record. Address E. Engel & Co., Union Bridge, Md. 7

ANTED.—Grocers' tea and coffee lesman to handle my line of store tures on commission. H. F. Heacock, N. Second St., Philadelphia, Pa. 12tf

ANTED.—Experienced groceryman take charge of sales department of tablished chain of retail grocery stores. ate experience and references. Ad-ess X Y Z, care Grocery World Pub-ation Co., 927 Arch St., Philadelphia. 25

OR SALE OR RENT

FOR RENT.

R SALE OR RENT.—One of the st up-to-date meat, grocery and sau-e factory businesses in Pennsyl-ia; laid out for headquarters for in stores; owner is interested in er business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

STORES.

FOR SALE.—At Vineland, N. J., meat and grocery store doing good business; established over twenty-three years; about $3,000 required, or stock can be reduced some. Address W. E. Jenkins, Vineland, N. J. 24

FOR SALE.—First-class dry goods and grocery store; location of the very best; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

MISCELLANEOUS.

FOR SALE.—We have 55 one-gallon cans of Fly-Shy, put up by the Standard Chemical Mfg. Co., Omaha, Neb. Also 36 one-quart cans on hand which we wish to dispose of. The gallon cans retail at $1. We will sell the gallon cans at 50 cents each and the quart cans at 15 cents each, f. o. b. Lock Haven. Address McCloskey Bros., Lock Haven, Pa. 26

FOR SALE.—One International Harvester Co. truck, 1,500 pounds capacity, for sale or exchange, f. o. b. Cartersville, Ga.; will take merchandise or fixtures in exchange and will accept first reasonable offer, as I have quit the special trip for which we bought this truck. Address L. Hannon, Atco, Bartow County, Ga. 26

WANTED.—Automobile trailer, two wheels, rubber tires, hitch for a Ford car. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 7

BUSINESS OPPORTUNITIES.

FOR SALE.—An old-established general merchandise business, in good mill town of over 5,000, glass houses, by-product coke plant, sand and block quarries; did $37,000 last year; stock and fixtures at invoice; reasonable discount. Will sell brick business block located on trolley line and near three railroads, Western Maryland locating shops and yards near the town. Address Geo. H. Swearingen, Dunbar, Pa. 24

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JUNE 12, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28

	COL.
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaccous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20

	COL.
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fisb	11
Pickles	20
Plum Pudding	24
Popping Corn	15

	COL.
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27

	COL.
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Roasted Coffee in Bulk	3
Paper Bags	9
Beans	14
Fresh Fish	16
Nuts	20
City Pure Lard	21

DECLINES.

Cheese	12
Flour	13
Mackerel	16

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ¼ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼-lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I and C	.71	.72	.73
Buff Label, I and C	.56	.57	.58
Green Label, I and C, Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I and C or Mixed	46	.47	.48
Sunflower, I and C, Formosa Oolong or Mixed	.60	.60	.60
Red Label, I and C, 100 2½-oz tins, doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 100 2-oz tins, per doz.			.90
Sunflower, I and C, Formosa Oolong or Mixed, 3 lb. tins, per tin			1.55
Sunflower, I and C, Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400..... per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz.	75
Mica, ¼ gross	per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	Per doz.
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	78
Easy Bright, ladies	77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	20
Maracaibo, extra fancy	.20
Santos, Peaberry, extra fancy	.16½
Santos, extra fancy	17½
Rio, Golden, extra fancy	.17½
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (t. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs... per lb.	.36

BLUING—Liquid.

	Per Gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz.; 1 doz	9.50

—4—

BUTTER.

Tub Butter—	Per lb.
Creamery specials	.33
" extra, 60-lb. tubs	.32
" first, "	.31
" second, "	30
" third, "	.35
" dairy, extra, bakers' use, 30-60 lbs	26- 29
" 5 and 10-lb rolls, 60 and 100-lb. boxes	34-.35
Print Butter—	
Prize	.32
Gurnse, lbs. and ½ lbs.	.37
Awltru	36
Honebe	.34
Star or S. D., 1 lb., 20-50 lb. boxes	.37
B. B., E. D., 20-50 lb. boxes	.36
J. J., C. V., Gilt Edge, Gold Medal, 20-50 lb. boxes	.35
Sheaf ("400"), Elgin, 20-50 lb. boxes	.34
Sheaf	.32
White Rock	.38

CANDLES.

	Per lb
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07½
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs	.09½
Bright Light, 16s, 30 sets to box	per box 1 25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7.85
Quarts	5.30
Pints	4.95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.6
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per gros
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz.	per doz. .17

CATSUP.

Snider's—	Per doz
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New Vork, No 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New Vork, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New Vork, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New Vork, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New Vork, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New Vork, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New Vork, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Raspberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall. 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused. No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " bigh oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgk, Voung Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No, 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s. key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s. 48	3 60
Continental, ¾s, key, 48	3.15
Irma, fancy, ¾s, 50	3.80
Gold Label, ¾s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¾s, 48	4.00
" Columbias, ¾s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.50
" No. 2, key, 1 doz	4.75

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz.	2.50
No. 2, 1 doz.	4.75
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz.	2.05
" No. 1, 2 doz.	3.60
Libby's, No. 1, 2 doz	3.65

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz.	5.75
" No. 1½, 1 doz.	8.45
" No. 2, 1 doz.	9.20
" No. 2½, 1 doz.	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz.	12.25

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.47½
No. ½, 2 doz.	.90

Curtice Brothers' Blue Label, Deviled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.70
No. ½, 1 doz	2.40
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

	Per doz.
Readymaid Concentrated Soups— Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Plnts.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

	Per doz
Armour's—	
All kinds, No. 1, 4 oz	.90

Campbell's, No. 15, 10½ oz., 4 doz.—

	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Plnts.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato	.90

CHOCOLATE AND COCOA.

	Per lb
Wilbur's Cocoa—	
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ½s, 6 lb per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ½-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33½
" ¼-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.2e
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz. per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. 00xes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. In box per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ½-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ½s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa— 12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
¼-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates— 6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	2.15
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls 3.50

Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons 3.50

Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls 4.00

Continental Paper Bags—

Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.53	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—

All No. 1 Manila paper, full count, 480 sheets to the ream. Per ream

15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.[illegible]	.40
½ "	10M	.60	.48
1 "	8M	.81	.64
2 "	6M	1.06	.83
3 "	5M	1.27	1.00
4 "	4M	1.57	1.23
5 "	3M	1 [illegible]	1.43
6 "	3M	2 [illegible]	1.76
8 "	2M	[illegible]	[illegible]
10 "	2M	[illegible]	[illegible]
12 "	2M	[illegible]	2.72
14 "	1M	4 [illegible]	3.[illegible]
16 "	1M	4 [illegible]	3.66
20 "	1M	[illegible]	4.[illegible]
24 "	1M	[illegible]	4.[illegible]

Flour Sacks, satchel bottom—

	Majestic Ex Heavy	Plain per 100
12½ lbs., ⅛ bbl	[illegible]	.48
24½ lbs., ¼ bbl	[illegible]	[illegible]
49 lbs., ½ bbl	[illegible]	1.[illegible]

No. 8, Manila light weight—

	Per lb.
12 in. rolls	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½

—10—

Silk Fibre, No. 1—	
9 in. rolls	.04½
22 "	.04½
15 "	.04½
28 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½

Paper Towels—		
25 rolls, 150 towels each, with holder and basket	per case	4.50
25 roll lots	"	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.60
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3.00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.20
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	09
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.26
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09½
Wine Scroll	.11	.11½
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 doz	per doz.	1.40
" " with horseradish	"	[illegible]
" large, 1 doz	"	2.00
" " with horseradish	"	[illegible]

—11—

Wein Senf, bbls	per gal.	[illegible]
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	[illegible]
" 15-gal. kegs	"	[illegible]
" 10-gal. kegs	"	[illegible]
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sitting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub	[illegible]
" " loaf, less	[illegible]
Sap Sago, 3 to lb. cask, per lb.	[illegible]
" " less than cask, "	[illegible]
Roquefort 12 in case, "	[illegible]
" less than case, "	[illegible]
Parmesan, about 30 lbs. loaf, "	[illegible]
" less than loaf, "	[illegible]
Edam, 12 in case case	[illegible]
" single	[illegible]
" in tin per lb.	[illegible]
" 1-lb. tins per case	[illegible]
Camembert, domestic, wood boxes per doz.	3.00
" Autocrat brand, large "	[illegible]
" " medium, "	[illegible]
Sap Sago, grated, ready for use, 10-oz. bottles, per doz.	2.25
Parmesan, grated, ready for use, small bottles, per doz.	2.50
Olmutzer Hand, 100 in box	[illegible]
Edelweis, Romatour and Bier-Kase per doz.	[illegible]
American Swiss, No. 2 loaf	[illegible]
" " less than loaf	[illegible]
" square loaves, No. 2, about 25 lbs. each per lb.	.29
Limburger, No. 2 box and ½ box	.20
" " less than ½ box	.22
Pinxter, from Holland, in tins per doz.	2.60
Muenster per lb.	.23
Brick, No. 2 "	.22
English Dairy "	.24
Pineapple, picnic size, 6 in box per box	3.00
" gem size, 6 in box "	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	2.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 doz	[illegible]
" 4 doz	[illegible]
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight per lb.	[illegible]
Weiner Wurstel, 16 in tin per doz.	[illegible]
" 8 in tin "	[illegible]
Imported Cervelat Sausage, Rolff's per lb.	[illegible]
Imported Frankfurters per doz.	[illegible]
Goose Breast, imported, marked weight, per lb.	[illegible]
Pate de fois Gras, small per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	[illegible]
" (Diamond S.)	.26	[illegible]
" (G. A. P.)	[illegible]	[illegible]
Landjager, short per lb.		.35
" long "		[illegible]
Mortadella, dry "		[illegible]
Knackwurst, 25 in box per box		4.75
" per doz.		2.40
Tongue Sausage per lb.		.20
Smoked Braunschweiger Liver Sausage "		.18
Lachs Ham "		.39
Petit Delicatess Frankfurters, plain per doz.		2.00
Petit Delicatess Frankfurters, with Sauer Kraut per doz.		1.00
Lebanon Beef Baloga per lb.		.18
Paprika Speck "		.18
Mettwurst, half round "		.25
Liver Sausage (special), truffle, goose or sardellen per lb.		.35
Smoked Thuringer Blutwurst "		[illegible]
" Pfefferwurst "		[illegible]

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Tripe, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails per pail	1.05
" 5-gal. kegs per keg	2.25
Russian Sardines "	[illegible]
" 5-lb. pails per pail	.75
" 20-lb. pails "	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	[illegible]
Mixed, standard, bbls		[illegible]
" ½ bbls		[illegible]
Milkers, standard, bbls		[illegible]
" ½ bbls		[illegible]
Scotland—		
Mixed, large, fulls, bbls		[illegible]
" " ½ bbls		14.50
Milkers, " bbls		[illegible]
" " ½ bbls		[illegible]

—12—

Marinirte Herring, imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		[illegible]
Spiced Herring, imported, about 40 in pail		[illegible]
Norway Stockfish, dry	per lb.	.22
Matjes Herring	piece	[illegible]

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts	"	.75
" " 4 quarts	"	1.25
Roll Mops, 4-quart tin		2.30
" 2-quart tin		.75
" quart tin		[illegible]
Kruger's Roll and Brat Haring, oval tins, doz.		[illegible]

Russian Sardines.

Imported, Wallkoff brand	per keg	[illegible]
" 5-lb. pails	per pail	[illegible]
" 10-lb. pails	"	[illegible]
Cut Spiced, 10-lb. pails		[illegible]
" 5-gal. keg	per keg	[illegible]
Russian, in glass jars	per doz.	[illegible]

Norway Anchovies.

Fancy, keg		[illegible]
" ½ keg		[illegible]
" ¼ keg		[illegible]
" ⅛ keg	per doz.	3.00
Original package	per ½ bbl.	[illegible]
Repacked, 5-lb. pails	per pail	[illegible]
" 10-lb. pails	"	[illegible]
" 5-gal. kegs	per keg	[illegible]
" ½-lb. flat tins	per doz.	[illegible]
" ½-lb. tall tins	"	[illegible]
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker	[illegible]
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	5.25
" large tumblers	"	[illegible]
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	[illegible]
½-lb. tins	"	[illegible]
¼-lb. tins	"	[illegible]
⅛-lb. tins	"	[illegible]

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask	[illegible]
50-gal. bbls., about 1200	per bbl.	22.00
20-gal. kegs, about 500	per keg	8.00
5-gal. kegs	"	1.15
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	[illegible]
Spitzkugeln	"	[illegible]

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle		[illegible]
Basler Lebkuchen, No. 1, 6 in pkg., "		[illegible]
" No. 2, 6 in pkg., "		[illegible]
" No. 3, 6 in pkg., "		[illegible]
Amandines, 9-lb. tins	per tin	[illegible]
" small tins	"	[illegible]

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg		2.50
" " 20-gal. keg		4.50

Sundries.

German Egg Potatoes, bags 110 lbs.	per bag	[illegible]
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	[illegible]
Dried Mushrooms	"	[illegible]
Juniper Berries	"	.08
St. John's Bread	"	[illegible]
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans		7.90
Tierces, about 350 lbs		.13
½ bbls., about 180 lbs		.13½
Tubs, about 65 lbs		.13½

CHEESE.

New York, full cream, fancy, old, 40 lbs		.16
" " choice, new, 35 lbs		.15
Picnics, full cream, fancy, new, 20 lbs		.15
Swiss, domestic, about 30-lb. blocks		.14
" about 70-lb. loaves		[illegible]
McLaren's, medium, 2 doz.	per doz.	1.35
" Club, 2 doz.	"	1.00
Red Edam	each	1.65
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimento, 1 doz	"	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.26
Western, selected	.24
Milken Farm	.27
Awitru, packed in cartons	.26

—13—

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	
" medium, 12 to case	"	
" small, 24 to case	"	
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Currie Powder, pints	"	3.70
" 4 oz	"	2.65
" 2 oz	"	1.65
French Peas, extra fine	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.30
Dinner		.35
Breakfast		.35
Red Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
1/16		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Ameko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
Ameko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
Armour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
Armour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
Armour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
Armour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
Peresota	6.60
King Midas	7.00
Gold Medal	6.65
Millbourne	6.60
Sun Top	6.90
Millsbury's Best	6.60
Semper Idem	5.55
Pride of the West	5.75
Sunbeam	5.65
Quaker	6.15
Blue Seal	5.60
Sunny White	6.80
Crocker's Best	6.15
Duluth Imperial	6.35

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz	1.44
2 doz. 28-oz	2.40
Either straight or assorted cases	

Self-Raising Flour.

Becker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05⅞
New York State Marrows, new, bags about 2½ bushel	5.20
Michigan Pea, new, bags about 2½ bushel	4.42½
Red Kidney, 60 lbs. to bushel	5.40
Peas—	
Green, domestic, bags about 2½ bushel	3.20
Yellow, split, domestic. 1 bushel bags	3.20
Lentils—	Per lb.
00000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—	Per 100 lbs.
White Cream Table Meal, 100 lbs	2.05
Lea's, yellow, granulated, 100 lbs	2.15
" " fine, 100 lbs	2.10
Western, yellow, granulated, 100 lbs	2.05
" " table, 100 lbs	2.00
Farina—	
Hecker's Cream, 18 pkgs	
Shaker Corn—	
Fancy, bbls	
Less quantity	
Hominy—	
Lea's Grits, 24 2s	per case 1.80
Pearl, 100-lb. bags	per bag 2.30
Grits, 100-lb. bags	" 2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	
Barley—	
No. 2, 100-lb. bags	2.75
No. 3, 100-lb. bags	2.75
Oatmeal—	
B, bbls	per bbl. 6.20
B, 100 lbs	per keg 3.25
Rolled Oats—	
Avena, 180 lbs	per bbl. 5.75
" 90 lbs	per keg 3.00
" 90 lbs	per sack 2.75
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs	per case 2.60
Instantaneous, 50 1s	" 4.00
Colburn's Hasty, 36 pkgs	per doz. .85
Pearl, fancy, loose	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs.	per case 3.60

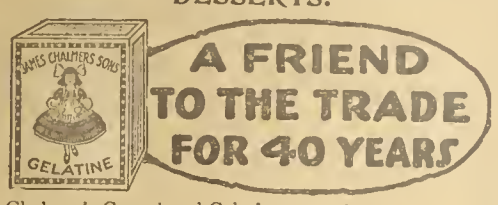
CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.75
Pettijohn's Breakfast Food, 18s	2.12½
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.00
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—		
Pettijohn's Bran Flour, 12s		3.80
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.25
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.



Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz	1.00
5 gross lots, with 3 doz. free	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small	.90
Large	per gross 17.25
Small	" 10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large	1.50
Bromangelon, assorted, 3 doz	.87½
Jellycon, assorted flavors, 2 doz	.85
Mother's, small, 1 doz	.48
" large, 1 doz	.88
Cooper's, 1 doz	.88
Tryphosa	.87½
Puddine, assorted, 2 doz	per case 1.60
Minute Gelatine, 15c. size, 36 pkgs	per case 3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz. .90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz. .90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs	.90
" 50 10-oz. pkgs	1.75
" 100 10-oz. pkgs	3.25
" 24 20-oz. pkgs	1.75
" 48 20-oz. pkgs	3.25
Brad's "1-X-L," 40 16-oz. pkgs	2.25
White Rice, shelled, sacks about 150 lbs	.04-.04½
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs	3.00
" 50 12-oz. pkgs	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	
Short, 25 1s	
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	

Domestic.

The Franco-American Food Co.—	Per doz.
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

—16—

Freihofer's—	Per lb.
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	31.00	16.10	8.25	1.80
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Spring Irish	325-375	21.00	11.10	5.75	1.30
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	.....	.....	.....	.....	.....
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	per lb. .18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes	per lb. .11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.10½
Gilt Edge, 40 lbs	.07½
Favorite, Middles, 60 lbs	.16

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.09½
" medium	.09
In original cases, 450 lbs., ½c. less.	

Smoked Fish.

Scaled Herring	per box .13
Boneless Herring, 10-lb. boxes	per lb. .13
Smoked Salmon, whole fish	" .30
Smoked Bloaters, 50s	per box .....

FRESH FISH.

	Per lb.
Halibut	-.20
Bass Native	-.15
Salmon, fresh	-.20
Eastern Cod	-.08
Croakers	-.04
Large Hake	-.07
Haddock	-.07
White Cat Fish	-.13
Red Cat Fish	-.12
Spanish Mackerel	-.12
Snappers	-.10
Eels	-.10
Rock Fish	.12 -.14
Lobsters	-.25
Flounders	-.06
Large White Perch	-.12
Sea Bass	-.05
Blue Fish	-.18
Porgies	-.05
Fresh Mackerel	each -.35
King Fish	-.10
Weak Fish	.05 -.06
Butter Fish	-.05
Tile	-.06
Shad, Roe	each 1.10
" Buck	" .....

Steak Fish ½c. per lb. additional.

—17—

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickett's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5 00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs.	.20
Cases, 17 lbs.	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs.	07¾
" 25 lbs.	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs.	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs.	.07¾
Extra fancy Muirs, 25 lbs.	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs.	.11¼
Nectarines—	
Extra choice, 25 lbs.	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs.	.15½
Lemon Peel, 10 lbs.	.14½
Currants—	
Knighthood, 40 pkgs.	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs.	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs.	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs.	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs.	.11½
Sultana, fancy, 50 lbs.	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs.	.08½
" 3 crown, 50 lbs.	.09¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Koughthead, 36 pkgs	.09
Ow , fancy, 36 pkgs	.08⅝
Sun-Maid, [illegible]	.09
Seedless—	
Nora-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
[illegible]	3.25
[illegible]	3.00
[illegible]	2.75
[illegible]	1.80
[illegible]	1.75
[illegible]	1.65
	Per lb.
Durham's—	
[illegible]	.26½
[illegible]	.27½
	Per case
Lister's Premium—	
[illegible]	4 40
[illegible]	2.20
[illegible]	2 10

—18—

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz.	.87½
Milleman's, No. 8 bottles, 2 doz.	.82½
Schramm's, large tumbler, 2 doz.	.72½
Sherbert glass, 2 doz.	.45

INK.

Arnold's, black, 32.....per bottle	.70
Continental, red, 1 doz.	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz.	.50
" Green, Blue or Violet, 1 oz.	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz.	.50
Letterine, show card ink, 2 oz., all colors.	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
			No. 1. No. 2.
Jumbo Chimneys, plain .....per doz.			.75 .85
" dec., ... "			.90 1.00
			No. 0. No. 1. No. 2.
Banner Burners			.55 .65 .75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz.	3.75
Case of 2 doz.	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz.	3.10
Red Seal, sifting top cans, 4 doz.	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
	Per lb.
Atmore & Son—	
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs.	.10¼
Wooden pails, 20, 40 and 68 lbs.	.10¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs.	.09
Wooden pails, 20, 40 and 68 lbs.	.09½
Condensed, cartons .....3 doz. to case	2.85
" " .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs.	.14¾
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz.	2.40
3-lb. pails, 1 doz.	4.25

—19—

	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz.	3.00
	Per lb.
Canakins, 10 lbs.	.13½
" 20 lbs.	.13
" 40 lbs.	.12½
Homemade Style, Moist—	
Kits, 10 lbs.	.11¼
" 25 lbs.	.10¾
" 50 lbs.	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc.	.08
35 and 18-lb. tubs.	.08½

Packages not returnable.

LIME.

	Per lb.
Chlorlde, Acme, siftlng, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, slftlng, 25 1s	.....

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz.	1.40
" No. 19, 1 doz.	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz.	.90
Stuffed—	
Ring, 4 doz.	.90
Fancy, No. 15, panel bottle, 2 doz.	2.15
" No. 10, panel bottle, 2 doz.	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal.	16.00
¼-gal. tins, 10 gal.	29.50
½-gal. tins, 10 gal.	28.00
1-gal. tins, 10 gal.	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal.	15.50
¼-gal. tins, 10 gal.	27.50
½-gal. tins, 10 gal.	26.00
1-gal. tins, 10 gal.	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Ollve Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles..... "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
	Per case
Wesson Oil—	
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz.	1.62½
" small, 2 doz.	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz.
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz.	1.35
Large, 1 doz.	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-oz. jars, 1 doz.	1.90
" 6⅞-oz. jars, 2 doz.	1.35
" 4¼-oz. jars, 2 doz.	.90
Peanutene, No. 2 jars, 2 doz.	1.85
" No. 4 jars, 3 doz.	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz.	2.30
Medium, 2 doz.	1.40
Small, 2 doz.	.90

—20—

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs.	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs.	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs.	.14½
" medium	.....
Mixed Table Nuts, 25 lbs.	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅛
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.00
10-gal. keg, 2200s	12.75
5-gal. pail, 1100s	6.50
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.25
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distllled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs.	.20
" " 10–12 lbs.	.20
" " 14–16 lbs.	.20
" Skinned Hams	.22½
" Cooked Hams	.34
" Bacon	.24¾
" Dried Beef, Insides	.28
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.18½
" Skinned Hams, 18–20 lbs.	.20½
" Picnic Shoulders	.14¾
Hams, skinback, 18–20 lbs.	.20
" 14–16 lbs.	.19
" 8–12 lbs.	.19
Picnics, 6–8 lbs.	.14½
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	25.00
Jersey Pork, butt.....per bbl.	24.00
" family..... "	27.50
Breakfast Bacon, rib in	.19
" boneless	.20
S. P. Bellies, 14 lbs. average	.16½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.33
Beef Tongues, smoked, 5–6 lbs. per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.13⅞
Jewel, compound	.12⅝
Cotosuet	.12½

—21—

City Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	9.30
No. 5 tins	12 in crate	9.37
No. 3 tins	20 in crate	9.45
Compound—		Per lb.
Tierces and tubs, about 340 lbs		.12⅛
60-lb. tubs		.12⅝
10-lb. tin pails, 60 lbs		.09⅝
5-lb. " 60 lbs		.09¾
3-lb. " 60 lbs		.09⅞

DRESSED MEATS.

City Dressed Stock—	Per lb.
Steers	.11 –.15
Heifers	.10½–.14
Cows	.08 –.12
Veal Calves	.13 –.15
Extra Calves	.... –.17
Southerns and Barnyards	.10 –.12
Country Dressed	.12 –.14
Extras	.. .. –.15
Sheep	.14 –.15
Extra Wethers	.... –.16
Lambs	.16 –.18
Extra Lambs	.... –.20
Hogs	.... –.14¼

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	.... –.80
Ox Tongues		.... –.60
Calf Heads, scalded		.50 –.75
Sweetbreads, veal	per pair	.75 –.80
" beef	per lb.	.25 –.30
Calf Livers	"	.25 –.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

Turkeys—	Per lb.
Frozen, Young hens and toms	.35 –.40
" Old toms	.33 –.35
" Common to good	.22 –.28
Fresh killed	.30 –.32
Broilers—	
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40 –.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40 –.43
Frozen, 3 to 4 lbs. per pair	.35 –.38
Roasting Chicks—	
Frozen, 4 to 5 lbs. each	.27 –.30
" 3 to 3½ lbs. each	.27 –.29
Fowls—	
Fresh killed, 4 to 5 lbs. each	.23 –.24
" 3 to 3½ lbs. each	.21 –.22
Old cocks	.16 –.17
Long Island Ducks, fresh killed	.21 –.24
Squabs—	Per doz.
Prime, fancy, large	5.00 –5.50
Mixed	3.00 –4.00
Small and dark	2.00 –3.00

LIVE POULTRY.

Spring Chicks—	Per lb.
1½ to 2 lbs. each	.36 –.40
Large	.30 –.32
Fowls	.22 –.24
Old cocks	.14 –.16
Ducks—	
Young	.17 –.18
Old	.14 –.15
Turkeys	.24 –.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
Pitter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.15
Preserves—	Per lb.
Schimmel's pure, 12-oz. jars, 2 doz...per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
Jams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
Orange Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
Fruit Butters—	Per doz
Apple, Southwark, 30 lbs. per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz. per case	1.67½
" Schimmel's, 30-lb. pails. per lb.	.07
" " 3-lb. slip cover tins, 1 doz. per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.25
" Mother Cook's, No. 14, 2 doz. doz.	.85
Peach, 30-lb. pails per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c. size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles," display cartons, 18 5c. pkgs		.50
" " half case, 6 cartons		2 85
" " full case, 12 cartons		5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.45
" 140-lb. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05¼
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50

2½ per cent. discount on five-case lots.
5 per cent. discount on ten-case lots.

Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50

5 per cent. discount on 5 case lots.

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00

Discount to dealer 33⅓ per cent.

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Métal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry ..	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3.60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75

Swift & Co.—

Arrow Borax, 100 bars	4.05
Classic White Laundry, 100 bars	3.85
Naphtha, 100 bars	3.85
Old Mill, 100 bars	2.70
Pride, 100 bars	3.15
Wool, 100 5c. bars	3.85
" 100 10c. bars	6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box, gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs., 200 cakes	4.00
" " " 50 pkgs., 100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50

Swift & Co.—

Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Scapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

—26—

Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—

Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz	.80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Salgon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅝
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.93
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	2.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80
Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05
Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17
Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

	Per doz.
Clothes Lines—	
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No. 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94
Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

	Per doz
Single Zinc—	
No. 100, Northern Queen, Protector	
No. 101, Tidal Wave	
No. 123, Seal Globe	
No. 126, Ruby	
Double Zinc—	
No. 56, Red Cross Swing, Protector	
No. 80, Double Seal Globe, Protector	
No. 85, Double Stag, Wide Head	
No. 687, Double Leader Swing, Protector	

Buckets.

	Per doz
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	
" 12 qt	
Indurated Fibre	

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb, "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per do
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per do
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.85
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per do
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per do
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per do
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per do
7X, 10c. size	.9
8, Gray, patent fibre	1.5
18, All horse hair	1.9
21, " white tipped	2.2

TOBACCOS—PLUG.

	Per
Jolly Tar, 5, 10, 15 and 25 lbs	.4
Newsboy	.4
Old Honesty	.4
Piper Heidsick	.71
Spear Head	.44
Standard Navy	
Toddy	
Vinco	
Town Talk	

SMOKING TOBACCO.

	Per
Duke's Mixture	6
Greenback	6
Honest	6 4
Miners' Extra, 10c. size	11
Pipe Smoking, 5c. size	5

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6 00
Sensation, ⅙ gross	6 10
Wild Rose, ⅓ gross	6.1
Omega	6.1
Union Leader	6.0
Red Man, ¼ gross	6 1

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.68
Yeast Foam, 1½ doz, "	.56

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, June 19, 1916. No. 25

Don't damn a competitor and call him crooked simply because he seems to be able to sell goods cheaper than you can. He may not be crooked at all, probably is not—it may be that you don't know how to buy.

The First Full Description of the National Coffee-Exploiting Campaign. By the President of the National Coffee Roasters' Association.

The First Effort to Take Advantage of the United States Supreme Court Decision on Trading Stamps Has Failed in Massachusetts, Where an Anti-Stamp Bill Has Been Vetoed.

Another Set of English Grocery Examination Questions. Who Can Answer Enough of Them to Pass?

NEW DEAL Deal No. 1601 *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes	@	$3.05—5 boxes	FREE, Net	$2.54
10 boxes	@	3.05—2 boxes	FREE, Net	2.54
5 boxes	@	3.10—1 box	FREE, Net	2.58
2½ boxes	@	3.20—½ box	FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

Made only by

The Shredded Wheat Co.

Niagara Falls, N. Y.

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I Can't Talk

to you personally, but our coupon books can. Have us send you samples of our

Indexed Coupon Books

and let them tell you how to save losses—disputes—bookkeeping—control credit accounts—bring the cash—prevent forgotten charges, etc. Inexpensive—F. O. B. destination—all sizes.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

The Scale Hospital

Scales of All Kinds Repaired

Made Like New

Refrigerators Repaired and Moved

Store Fixtures of All Kinds

Tea and Spice Caddies Repainted Like New

DROP A CARD—PHONE Market 3854; Main 123

H. F. HEACOCK, 51 N. Second St., Philadelphia, Pa.

Modern Merchant
AND
Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXII. PHILADELPHIA, June 19, 1916. No. 25.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

GROCERY WORLD PUBLICATION CO.

AT

937 Arch Street, Philadelphia.

TELEPHONES:

Bell { Filbert 3286 / Filbert 3287 } Keystone, Race 746
Private Exchange.

All Checks and Drafts payable to the Grocery World Publication Co.

An independent journal published exclusively in the interests of modern merchants of all classes.

ELTON J. BUCKLEY,
Editor.

DAVID EZEKIEL,
Advertising Manager.

Subscription Rates, Including Postage, Payable in Advance:

PER YEAR

To United States and Mexico	$3.00
To Canada	3.50
To Great Britain and Continent of Europe and Asia	4.50
Single Copies	.10

Contents.

	PAGE
A Full Description of the Forthcoming National Coffee Campaign	4
How the Palmolive Soap Cut Price Scheme Has Worked	5
Editorial	6
What Makes Costs of Doing Business Vary.	
Meats and Getting Along Without Them.	
An Interesting Phase of Sunday Closing.	
First Attack on Trading Stamps, Following United States Supreme Court Decision, Fails	7
The New York Letter	8
Test Your Knowledge of the Grocery Business with These	9
Some "Hygienic" Coffees That Chemical Analysis Seems to Show to Be Fakes	10
The Grocery Markets	12
Individual Market Reports	12
Correspondence	14
"The Stroller's" Column (Contributed)	16
My Idea.	
Selling Talks with Clerks	16
Legal Department	18
Making Compromise Settlements.	
Weekly Window Display Suggestions	18
Pennsylvania Organization Notes	20
The Science of Advertising	20
Subscribers' Bargain List	22
Want Department	23
"Modern Merchant and Grocery World" Prices-Current	24

Index to Advertisements.

	PAGE
Advertising World, The	22
American Specialty Manufacturers' Association	21
Babbitt, B. T.	11
Baker & Co., Ltd., Walter	14
Buckley, Elton J.	4
Buckeye Baler Co.	14
Chase-O Manufacturing Co.	22
Clipper Lawn Mower Co.	22
Crescent Manufacturing Co.	14
Dayton Moneyweight Scale Co.	14
Fairbank Co., The N. K.	19
Fleischmann's Yeast	14
Forbes, J. P.	Cover 2
Franklin Sugar Refining Co.	17
Hamilton Corporation, The	5
Heacock, H. F.	Cover 2
Heekin Can Co., The	19
Hires Condensed Milk Co.	Cover 2
Indexed Coupon Books	Cover 2
International Harvester Co.	Cover 4
Kirk, Foster Co.	13
Knight Cooking Extract Co.	19
Knox Co., Chas. B.	17
Lautz Bros. Co.	Cover 2
Manufacturers' Representatives (Association of)	21
Mapleine	14
McCahan Sugar Ref. Co., The W. J.,	Cover 3
McCray Refrigerator Co.	7
Moxley, Wm. J.	Cover 4
Nationally Advertised Products	9
Nowland, A. C.	Cover 4
Philadelphia Electric Co.	23
Royal Baking Powder Co.	15
Rumford Chemical Works	11
Shredded Wheat Co., The	Cover 2
Sperry & Hutchinson	5
Tanglefoot	Cover 4
Troemner, Henry	Cover 3
Wheatena Co., The	13
Where to Get Premium Goods	15
Wilkinson's Sons, C.	23

A Full Description of the Forthcoming National Coffee Campaign

President Weir, of the National Coffee Roasters' Association, Says It is Intended to Benefit the Green Coffee People, the Roasters, the Retailer and the Public. Hope to Inspire the Retailers to Push Coffee and Get His Trade Back to Where It Was Years Ago.

[Considerable publicity has been given through this paper to the forthcoming plan to advertise coffee into a better understanding and a better consumption. We present here from Ross W. Weir, president of the National Coffee Roasters' Association, a complete description of the plan, what it is intended to accomplish and all about it. As retailers are recognized as important factors in the campaign, they should read Mr. Weir's paper and give the plan consideration so as to be ready for it when it comes.—ED.]

The objects of the National coffee campaign I will briefly outline as follows:—

RESULTS FOR THE ROASTER.

A.—A better organized constructive sales effort.

B.—Establishing higher standards of coffee quality.

C.—An unusual opportunity for each roaster to establish, extend and protect his individual brands.

D.—To roast and sell more coffee.

RESULTS FOR THE GREEN COFFEE MERCHANT.

A.—Closer contact and more thorough co-operation between the "green men" and the roasters.

B.—Increased volume of sales.

RESULTS FOR THE RETAILER.

A.—A realization of the importance of coffee as an item of merchandise.

B.—More active sales effort on coffee.

C.—An opportunity to link up his store as a point of contact with the consumer with a great national movement.

D.—Using this opportunity to build up his general retail business.

RESULTS FOR THE CONSUMER.

A.—Eventually removing from the mind of the consumer any groundless fears of coffee and its effect on the human system.

B.—A greatly increased knowledge of coffee.

C.—A knowledge of wider uses for the coffee and the coffee flavor.

D.—An increased demand and consumption of coffee in the United States.

What is most needed is to create different impressions in regard to coffee than now exist in the public mind. A champion of coffee will be welcomed beyond a doubt and a favorable argument will find readier acceptance than disagreeable suggestion of harmfulness, so that even if nothing is accomplished but to offset the efforts of destructive influence, definite benefit will accrue to the coffee interests and increased consumption will result.

Despite the fact that the per capita consumption of coffee in the United States has advanced since Civil War days from 5¾ pounds per year to somewhere in the neighborhood of 10 pounds per year, there are in the United States two important adverse conditions of growing influence in the public mind:—

1.—A fear of coffee and its effect on the human system.

2.—An ignorance by the public and dealers of the whole subject of coffee itself.

To bring light, information, publicity to bear on these two conditions, to put the force of advertising behind the thought of better coffee, better coffee making, and thereby increase the per capita consumption of coffee, is the fundamental idea of the thinking members of the coffee trade of America and of this plan.

As I have previously stated, the campaign will be pro-coffee and educational in its scope and can be divided into three departments, comprising our efforts, viz:—

1.—The consumer.

2.—The retailer.

3.—The coffee roaster.

1—THE CONSUMER.

It is proposed to carry the message of coffee and better coffee making to every family in the United States, by the constant appearance of pro-coffee advertisements in magazines of general circulation and the use of local newspapers as funds permit.

Supplementing the main consumer advertising campaign in the publications indicated, it is proposed to issue large editions and sales-stimulating literature. Among these will be booklets, which will embody all the important points of the pro-coffee campaign.

Mail matter for consumers.

Recipes for better coffee making and for new and attractive uses of coffee.

Leaflets for distribution by the trade among consumers.

Lists of books and articles on coffee, to be read by those who are interested in following coffee beyond the bounds of our own advertising and printed matter.

2—THE RETAIL TRADE.

While we are working upon the consumer in every practicable way, it is highly important to bring about the intelligent and hearty co-operation of the retail trade who meet the consumer face to face. Our campaign must interlock, so that the retailer and his clerks know what we are doing, what the consumer is reading and what the retailer is expected to do in order to benefit himself and his customers by means of the National campaign. No thought or step or proper device will be overlooked in our endeavors to enlist the retailer and his clerks in hearty co-operation with the coffee campaign.

The retail grocer can ill afford to continue to lose his coffee business to other channels of distribution. I assume the wholesale grocery trade is anxious to maintain their coffee business and to serve the interests of their customers, the retail grocers.

Coffee used to be almost the backbone of the retail grocery store, but it has suffered through indifference, through carrying too many lines, and through trying to make unreasonable profits on staple goods, etc. If our campaign can be used to awaken the retailer again to the possibilities of the coffee business for its own sake and as a leader for general trade, the effort will be well worth the while.

Every restaurant known for good coffee does a good restaurant business. Every grocer known for good coffee and a good assortment of coffee does a good grocery business. This thought, we feel, should be impressed upon the grocers.

Every bit of educational, informative literature on coffee is to b sent to retailers associations and t individual retailers, through th roasters, wholesale grocers an their salesmen, also publicity wor through the trade papers.

3—THE COFFEE ROASTER.

Which also includes wholesa grocery firms, who operate the own coffee roasting departments.

The success of the proposed Na tional campaign depends largely o the co-operation of roasters an their salesmen. It is not sufficien to place advertisements in promi nent publications. We must follo through with all of the efforts w would expend if the advertisin were our own individual publicity in which case its success would de pend upon our success in turnin the publicity into actual sales.

I think we are all entirely familia with the success attending the ad vertising campaigns as applied t raisins and oranges in California where the output in each case ha been materially increased as a re sult of a country-wide advertising and the same holds true in the ma ter of citrous fruit growers o Florida, English walnut grower Holstein milk producers, the pine apple growers, the apple growers o Northwestern United States, th cypress growers, the pine tre growers, the red cedar growers, th California red gum growers, th olive growers and the India-Ceylo tea growers.

The people of the United State are peculiarly susceptible to adver tising. More than 5,000 genera magazines and trade papers ar published in this country and mor than 20,000 newspapers. We are nation of periodical readers.

However general the advertising and broad in its scope, its final pur pose is to help us to sell more cof fee, but it cannot help us much un less we help ourselves.

It is proposed to raise a fund o $100,000 for the first year and al who are interested in the increase consumption of coffee are invited t contribute.

The discontinuance of coffee b those who are made apprehensiv

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609 / Keystone, Race 746

hrough substitute advertising is not lways followed by the use of the ubstitute itself, so that the whole- ale grocer cannot assume that what e is losing in coffee sales is com- ensated for by increased substi- ute sales.

Some may argue that this move- ent should be inaugurated by the offee producing countries rather han by the coffee distributors. In eply to such criticism would state hat the committee is at present in orrespondence with Sao Paulo, Brazil, through channels of un- uestioned prominence there and have every reason for feeling that in time we will receive Sao Paulo's hearty co-operation and support in this matter, but as an evidence of determination on our part to go ahead with or without Sao Paulo, the coffee trade have elected to pro- ceed with this campaign and put up to Brazil and other coffee produc- ing countries to continue it through successive years for the continued increased consumption of coffee.

Ross W. Weir,
President National Coffee Roast- ers' Association.
New York, June 15, 1916.

How the Palmolive Soap Cut-Price Scheme Has Worked

t Sold a Lot of Goods, but Loaded Up the Dealer so Much That an Epidemic of Cutting May be the Result

The trade are generally familiar ith the Palmolive soap cut-price ffer, which has been widely adver- ised through this territory during ie last few weeks. Some informa- on as to how this is worked will be teresting.

Here is the Palmolive proposition s it is presented to the public:—

PALMOLIVE TOILET SPECIALTIES.
$1.90 Value for Only 59 cents.

6 cakes Palmolive Soap (full size), worth	$0 90
1 jar Palmolive Vanishing Cream (full size), worth	50
1 bottle Palmolive Shampoo (full size), worth	50
Total	$1 90

and you get the entire outfit for only 59 cents.

The campaign lasted four weeks. ouble pages ran in four Philadel- hia papers, and full pages subse- uently in four others. Outside of hiladelphia copy was run in thirty- ree towns, the number of inser- ons varying from one to five and e space from quarter to full pages. towns like Atlantic City, Allen- wn, Harrisburg, Lancaster and renton, five full-page ads. were blished. Quarter pages were sed in smaller towns. As a rule dvertising was not placed in towns less than 15,000.

The principal idea of this assort- ent selling, in the minds of the almolive Co.'s officials, is to intro- ce its new specialties in full sized ckages to consumers. The view that a full sized package produces better and more lasting effect on e consumer than a small sample.

A coupon "Worth $1.31," the dif- ference between the regular and special prices, is inserted in the various newspapers and, in order to obtain the special offer, the cus- tomer must fill in his or her name and address. It is not necessary to clip it from the advertisements, how- ever, as all dealers are liberally sup- plied with the coupons and pass them out very readily.

The dealer pays forty-four cents for each set, which, when his dis- count is figured in, brings his profit to a little over 25 per cent. The regular wholesale price of the com- bination is $1.10. But with every twenty-four of these special sets the dealer must buy one gross of Palm- olive soap at the regular wholesale price, $10, this price being subject to a discount of 10 per cent. for cash. This condition serves a dual purpose. It checks retailers from plunging heavily on the sets and then holding them back until the special offer has expired so that he can sell out the goods at regular prices, and it reimburses the manu- facturer for the loss it claims to suffer through selling the sets at 44 cents wholesale.

The result of the scheme is said to have been tremendous. Many thousand cut-price sets were sold and an enormous quantity of Palm- olive soap sold on the strength of it. The other end of the scheme is that hundreds of dealers are overloaded on Palmolive and in order to get out are expected to cut the price.

The Friendly Way to Do Business PAYS!

THE biggest asset in your business or any business is the friendship of the customers who make your profits.

¶ When a pleased customer leaves your store, you have builded for more busi- ness and continued profits.

¶ The great strength of the "Sperry" Ser- vice lies in the good-will it develops between dealer and customer. It in- variably produces---

Volume of Business
Cash Business
Regular Customers
Bigger Profits

¶ "Bargain-Sales" and "Cut-Price" features have worn out their welcome and with them you are only sacrificing a large percentage of your legitimate profits.

¶ Let us give you the facts on the sound- est kind of Sales Promotion which will produce results for you every day in the year.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION
GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

An Interesting Phase of Sunday Closing.

In Brooklyn, N. Y., they have a law or ordinance that all grocery stores must close at 10 o'clock on Sunday morning. It is being enforced by paid informers and several prosecutions have resulted. The following letter is interesting:

Brooklyn, N. Y., June 10, 1916.
"Modern Merchant and Grocery World."
To the Editor.

Dear Sir:—In our neighborhood we have a certain society who go about on Sunday morning after 10 o'clock trying to buy groceries in order to have grocers arrested for breaking the Sunday closing laws. After they purchase the goods they serve the grocer with a subpoena. In court they have lawyers who press the charges. I know of two poor grocerymen who had to pay $10 and serve five days in prison.

One of this society's representatives called at my store and bought a can of tomato soup. He was a boy about sixteen years old. When he left my store he called his partner, I suppose to serve me with a subpoena, but I locked the door and when they came back no one was in the store.

The next Sunday an elderly man came in and asked for a 10-cent bottle of olives. A little girl was in the store at the time, so I waited on her first and sent her out through the back door. Then my "friend" was next. I said to him, "Do you want olives? It is after 10 o'clock, and since it is Sunday and you are strange to me, I will not take any chances. No, I will not sell you any." Then he said, "You just saved $5. You better close your store," and he walked out. In the door he met his partner and I heard him say, "It is all right," and they walked away.

Now comes my question. Do I have to sell goods to the "spy"? It would be just the same if he saw me selling goods to somebody else. Would I be doing wrong to refuse to sell to the "spy" and after he has gone sell all I want to my own customers? Or if I should refuse to sell the "spy," and while he is in the store sell to my own customers, would I be likely to get into difficulties? Or would you advise not to sell to anybody? I never make a profit which would cover the $10 fine.

Yours truly,
S. H. Woihlberg,
365 Fifth Ave.

Since I am asked for an opinion, I respectfully suggest that this correspondent ought to obey the law of his community and refuse to sell *anybody* after 10 o'clock. Not only because it is the law, and that all good citizens obey the law, but because Sunday-closing outside of any question of law is a good thing. Merchants should support rather than oppose it, for their oyn sakes, for their family's sakes, for their fellow merchants' sakes, and for the sake of the Holy Sabbath. In not one case out of a hundred is there any reason why consumers should buy groceries on Sunday.

Look at it as a practical question. This correspondent says he never sells enough to pay the $10 fine he will have to pay if he is caught. And he is sure to be caught sooner or later. Why court a prospect which is sure to mean a loss? Any sale after 10 o'clock is illegal whether made to a customer or a spy, and the city authorities can easily call the customer as a witness if they know of the sale.

What Makes Costs of Doing Business Vary.

Touching the cost of conducting a retail grocery business, and the ignorance of many grocers as to what it is in their own cases, Melvin T. Copeland, acting director of the Bureau of Business Research of Harvard University, told the National Wholesale Grocers' Associaaion some interesting things last Friday. The Harvard Bureau recently investigated retail grocers' methods of keeping costs down all over the United States, and found a fearful mess.

It is generally stated that the average cost of conducting a retail grocery business is 17 per cent. Mr. Copeland believes that figure to be very much too high. He said he found that in 253 retail grocery stores the average expense was 16.5, although 96 of these stores showed a higher rate. But in a number of other stores with good accounting systems the average cost of doing business was only 13 per cent. That means a saving of *one thousand dollars a year* on a business of only $25,000. Mr. Copeland sees no reason why any store should pay more than 13 per cent. Good, keen management and system are the only factors needed. He found waste responsible for many a high expense rate. One store spent only 0.4 per cent. for wrapping and miscellaneous selling expense, while another, doing no greater business, spent 1.4 per cent., a difference of $250 yearly on a business of $25,000.

There was the same wide difference in the percentage which wages bore to total sales, between dealers doing the same quality and the same quantity of business. One store was paying wages which amounted to 10.6 per cent. of the net sales; another, doing the same business, paid only 6.5 per cent. and Mr. Copeland says it should not exceed 5 per cent.

The one prime fault which was responsible for more waste than anything else, he found was poor bookkeeping. Many a grocer who is paying out far too much for store expense, is totally ignorant of it. If he knew it he would stop it, but his poor bookkeeping system doesn't tell him. Others have no clear idea what they ought to pay and are at sea without a rudder. Whether they reach port or founder depends on the character of competition they have.

Meats and Getting Along Without Them.

At the present writing fresh meats are higher than for many, many years, and may not even yet have reached the top. Consumers are complaining to their grocers about it, and in many cases the latter have held down their prices so that their meat profits are very decidedly inadequate. On the other hand, thousands of consumers are being seriously pinched by the excessive prices.

Every retail grocer who is having trouble of this kind should help the public to see that it can easily get along without meats if it has to. At least it can get along with a great deal less meat than it has been accustomed to have.

A house wife well known to me demonstrated to her own satisfaction, within a week and without the slightest trouble, that she could be quite independent of meat. The plan has reduced her weekly food expenditures several dollars. Her family are just as well fed, and perfectly satisfied. One of her weekly menus is reproduced below. No meat is eaten at any time for breakfast, which consists of bacon, eggs, kidney or something similar It ha been her custom to have meat prac tically every night:—

For Sunday dinner—a roast, large enough to allow surplus to be made into croquettes.

For Monday supper—the above croquettes.

For Tuesday supper—corn fritters made from corn specially packed for making fritters. Retail price, 15 cents a can.

For Wednesday supper—Eggs cooked in some special style, such as Beauregard eggs.

For Thursday supper—Clam chowder.

For Friday supper—Pea soup and potato croquettes.

For Saturday supper—Perhaps a steak or some similar meat.

The grocer who passes along thi idea to his customers will be doin a genuine service not only to them but to himself, because he sells a the substitutes for meat, and ca sell them without wrangling ove the price. He should make it hi business to suggest, through adver tising and by word of mouth, th things that take the place of mea of which there are dozens, an should show the very great differ ence in the cost of a meal when n meat is used.

A Western Retailer's Special Cash Discount.

A Western retailer sometime ago de cided to sell his cash customers cheape than his credit customers by a syste of special cash discounts, and has thu announced it:—

Realizing the changing conditions of business and that the cash customers get no better price than the credit customers, and that there has been no inducement given for cash or for prompt payment of accounts, therefore we make the following announcement:—

Beginning July 1, 1916, we will sell goods at both store and mill at Covert, store at Packard and on the grocery wagon on the following terms:—

If cash is paid when goods are bought, a discount of 3 per cent. will be allowed.

If accounts are paid any time during the same month in which they are purchased, a discount of 2 per cent. will be allowed.

If accounts are paid during the first 15 days of the month followin purchase, a discount of 1 per cent will be allowed.

If accounts are paid during th last half of the month followin purchase, no discount will be allowed and no interest charged.

If accounts are not paid by the end of the first month followin purchase, then 7 per cent. interest will be charged from the beginnin of the month following purchase.

If accounts are not paid by the end of the third month following

purchase, the customer is entitled to no further credit until bill is paid.

Bankable notes will be taken in payment of accounts.

By this method the sooner the customer pays for his goods the less the goods cost him; the longer the account runs the more it takes to pay it.

By the old way the one who paid the most for his goods was the cash customer and the one who paid the least for his goods (outside of the one who never paid) was the longest credit customer.

By this new method things are just reversed (outside of the one who never pays)—the cash customer pays the least and the slowest paying credit customer pays the most.

Mail Order House Accused of Misuse of Franking Privilege.

M. L. Corey, of Argos, Ind., secretary of the aNtional Retail Hardware Dealers' Association, has filed complaint with members of Congress against Senator Duncan U. Fletcher, of Florida, chairman of the Joint Congressional Committee on Printing, charging misuse of his franking privileges. The substance of the charge is that Senator Fletcher supplied his frank to Montgomery Ward & Co., the mail order concern, to send out to all its customers agricultural literature printed in Senate Document No. 240, relating to a plan for "direct dealing between producer and consumer through parcel post service employing mail order methods."

First Attack on Trading Stamps, Following United States Supreme Court Decision, Fails

Massachusetts Governor Vetoes Bill Destined to Destroy Trading Stamps, on the Ground That It is Unconstitutional an d Destructive. Bill Aimed to Take Advantage of Supreme Court Decision.

When the United States Supreme Court handed down its recent decision upholding the trading stamp tax laws of certain States, the enemies of trading stamps in Massachusetts framed a bill which they thought would extend the effect of the Supreme Court decision to that State. The bill would have made it impossible to handle trading stamps in any way in Massachusetts. It passed the Legislature, but the Governor vetoed it, stating that it was unconstitutional and destructive of property rights. The Governor's opinion vetoing the bill was partly as follows:—

> There have been decisions by our Supreme Court upon this subject, and also an opinion upon it by justices and under that clause of the Constitution which authorizes either branch of the Legislature to require the opinion of the justices upon important questions of law and upon solemn occasions.
>
> Under the decisions and the opinions referred to, the unconstitutionality of such a measure as the engrossed bill would have been taken, I think, as established. Apparently this belief in the unconstitutionality of such legislation was responsible for the fact that the bill was not introduced at the beginning of the present session, but on the 6th of March a decision was rendered by the Supreme Court of the United States to the effect that legislation of the character of the pending bill by the States would not fall under the prohibition of the Fourteenth Amendment of the Constitution of the United States, although in this decision the court called attention to the fact that it did not decide whether if the stamps or coupons were payable in cash, a statute prohibiting their issue would be in contravention of the fourteenth amendment.
>
> After this decision was rendered the pending legislation was introduced into the Legislature under suspension of the rules.
>
> It is to be noted that the decision of the Supreme Court of the United States was upon a clause of the National Constitution and not upon any article of the Constitution of our Commonwealth. Undoubtedly the decision of that tribunal would be final as an interpretation of the National Constitution. Article 1 of the bill of rights of the Constitution of Massachusetts is different from the Fourteenth Amendment of the United States Constitution. The courts were construing different instruments and the Supreme Court of the United States might well have reached a different conclusion in deciding Article 1 of our Bill of Rights.
>
> In fact, it would have been compelled to reach a different conclusion in the light of its own decisions, for it has been a long-established rule of action for the Supreme Court at Washington to receive as true the construction put by the final courts of a State upon the interpretation of its laws and its Constitution, and in one case at least the United States Court reversed its rulings in construing a State Constitution in order that they might conform to the decree of the court of last resort of the State.
>
> Furthermore, the pending bill prohibits the issue of stamps payable in cash, and, as I have said, the United States Supreme Court expressly refrained, in the decision to which I have referred, from expressing any opinion upon the constitutionality of legislation relating

Either Makes or Loses Money

That's exactly what your refrigerator does. It's either the means of loss, or a source of profit. It either preserves your perishable foods, stops the waste from spoilage, makes possible an attractive display and saves ice or it does just the opposite and wastes your good money—and lots of it. As long as you are in business to make money why not have refrigerator equipment that helps you increase your profits instead of decreasing them? If you want money makers get

McCray Grocers' Refrigerators

Any successful grocer will tell you if you ask him that McCray Refrigerators have answered this one big problem for him. He will explain how his spoilage has been reduced to nearly nothing. He will tell you how the beautiful display cases made his perishable foods more attractive and more salable, and consequently increased his sales on them. He will also tell you how the McCray reduces his ice bills materially.

The McCray scientific construction provides for a constant circulation of cold, dry air and carries off all odors and impurities through a water sealed drain pipe.

McCray Refrigerators come in a large variety of styles and sizes and are built to order to meet any need. They may be arranged for either ice or mechanical refrigeration and conform to all legal requirements on display of perishable foods.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens. *No. 61—For Meat Markets and General Storage.*
No. 92—For Residences. *No. 50—For Hotels and Restaurants.*

McCray Refrigerator Co., 636 Lake Street, Kendallville, Ind.

Pittsburgh Salesroom: 811 Liberty Avenue
Philadelphia Salesroom: 206 S. 11th Street

Agencies in all principal cities

Store of Columbia Grocery Co., Indianapolis, Ind.

to the issue of stamps redeemable in cash.

Under all these circumstances is the Legislature justified in proceeding upon the theory that the decisions of the highest judicial tribunal of the Commonwealth and the opinions of its justices are invalid?

Our oath of office requires us to observe the Constitution of our Commonwealth and while often fanciful objections of a constitutional nature are made which should, of course, be disregarded, yet I think we should proceed with great caution, in the face of the decisions of our highest State tribunal, before we cross the boundary line which separates the exercise of our constitutional power from the freedom of the citizen.

In my opinion the proper proceeding in the present case would have been to require the opinion of the justices, as each branch of the Legislature is authorized to do, in reference to the constitutionality of the proposed legislation in order that the justices of our court might give an opinion which might be modified if they saw fit to modify it in the light of the opinion of the United States Supreme Court.

If they were of opinion that legislation of this character would be constitutional and a bill should then be passed, there would be far less destruction of rights established under the authority of our Supreme Court than if the Legislature assumed that it had the authority involved in the bill, and issued a prohibition against it with a long period of litigation and uncertainty.

The New York Letter

Department Store Starting Parcels Post Grocery Business. Mercantile Exchange Found Guilty of Manipulating Butter and Egg Quotations. Brooklyn Dealers Demand Meat Embargo. Workmen's Compensation Insurance Now Costs More. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, June 16, 1916.

Considerable interest is being felt here in the effort of the Greenhut department store to do a parcel post grocery business all over the United States. The Greenhut people have for some time been branching out with their grocery business and have given free wagon delivery to seashort resorts and to more than 800 suburban towns within a radius of 30 miles of this city. They have now established a parcel post grocery section and are coming out for that business even to remote points. Following are some of the prices at which parcel post orders are being solicited:—

ADVERTISED CEREALS

Washington Wheat Flakes—doz., 80c; reg. 10c package. 7c
Quaker Breakfast Biscuit—usually $1.57; special, doz., $1.14; reg. 14c package..... 10c
Corn Flakes—Mother's Brand; 6 packages 40c; reg. 10c package 7c

OATMEAL SPECIALS.

Rolled Oatmeal—F. S. Brand, packed by the Quaker Oats Co., 6 packages, 40c; reg. 10c package 7c
Hecker's Cream Oatmeal—doz., 94c; reg. 10c package.. 8c
Nabob Brand—rolled oatmeal; reg. 25c package 18c

SUGAR.

Best Refined Granulated—10-lb. cotton bag, 83c; 25-lb. cotton bag $1.95
Sold at these special prices only with grocery orders.

BABBITT'S CLEANSER.

12 reg. 5c cans Babbitt's Best Cleanser and one 12c can Spic and Span Silver Polish—special at 50c

CORNED BEEF.

Choice cuts of navel or plate; lb. 11c

SMOKED MEATS.

Sugar Cured Hams—lb..... 22c
Morris's Supreme High Grade Hams—in the new stockinette covers; lb. 23c
Mild Cured Bacon—lb. 22c
Smoked Ox Tongues—lb..... 23c
Smoked Rolled Shoulders—lb. 18c

GOLD SOAP.

Procter & Gamble's—box 100 bars, $3.89; 10 reg. 4½c bars 39c
FREE—One regular 5c package Star Naptha Washing Powder with purchase 10 bars Gold Soap.

MACARONI SPECIAL.

Imperial Brand Spaghetti—or Macaroni; usually $1.15; special, doz., 94c; reg. 10c package 8c

MOTHER'S COOKIES.

Fresh supply from the Sunshine Bakery, made with pure fruit jelly and topped with cake icing; special 2 lbs., 35c; lb. 18c

PEEK'S TEAS.

Can 75c, 60c, 50c, 30c, 25c and 15c
FREE—One regular 5c package Sunshine Biscuits with one can of this delicious tea.

SUGAR.

	10 lbs.	5 lbs.
Confectioners' XXXX Powdered Sugar	$1.03	52c
Cut Loaf Sugar	1.14	58c
Standard Powdered Sugar	.95	48c
Cube Loaf Sugar	1.07	54c
Soft White Sugar	.83	42c

BREAKFAST FOOD.

F. S. Parched Farinose—usually $1.57; special doz., $1.14; reg. 14c package..... 10c
Imported Figs—2 lbs..... 30c
Circle Blend Coffee—5 lbs., $1.10; lb. 22c
Guadarali Blend Coffee—3lbs., $1; lb. 35c
Rumford Baking Powder—1 lb. can 28c
Pure Breakfast Cocoa—Fountain quality; has a rich chocolate flavor; ½ lb. can 17c; 3 lb. canister.....$1.00
Sample Teas—green and black mixed to order; 4¼ lbs., $1; lb. 25c
Imported Mixed Herring—reg. $1.45 keg.....$1.25
Evaporated Milk—the well-known Pet Brand; doz., 94c; reg. 10c tall can..... 8c
Sweet Peas—Fountain quality Sifted Early Junes; doz., $1.70; can 15c
Argo Gloss Starch—6 reg. 5c packages, 23c; package..... 4c
Hazel Gloss Starch—6 lb. box, 47c; 3 lb. carton..... 24c
Washing Powder—Pride of Kitchen Brand; doz., 39c; 3 reg. 5c 1 lb. packages.... 10c

* * *

The referee appointed to investigate the charges of monopoly and conspiracy against the New York Mercantile Exchange has filed his report during the week. He finds the organization to have been guilty of the charges. Readers hereof will remember that considerably over a year ago the New York Attorney-General brought proceedings against the Exchange, based upon the theory that it was violating the law by holding fraudulent transactions for the alleged sale of butter and eggs, and also by manipulation of prices for improper purposes. The following is a summary of the charges made:—

That the New York Mercantile Exchange, by fixing and designating the grades and classifying the quality of butter and eggs, by manipulating offers and bids under the call, and by permitting many of the sales under the call to consist of "washed" sales, had illegally and fraudulently affected the market for butter and eggs for the personal benefit of a small percentage of the persons, firms and corporations having a controlling interest in the Exchange; that from 1903 to 1907 Quotation Committees were maintained to establish quotations on all grades of butter, eggs and cheese, these quotations being published in "The Producers' Price-Current" as the official quotations of the Exchange; that these official quotations were discontinued August, 1907, because of a judgment of the Supreme Court restraining such quotations; that the Exchange obeyed the injunction until January, 1908, when Quotation Committees were reorganized and quotations were published as before until August, 1909, when the committees were again dissolved as a result of a report of a committee appointed by Governor Hughes; that thereafter the Exchange established what may be called the Urner-Barry price mechanisms through the medium of "The Producers' Price-Current;" that representatives of this publication called each day upon five or six firms or corporations regarding prices, and made similar inquiries of other dealers on the floor of the Exchange, ascertained information of the relative movement of eggs and butter the day before and observed the prices obtained under the call; that these quotations were made and posted on the bulletin of the Exchange and were the official quotations; that as a result of John Doe proceedings by the District Attorney of New York County, the Exchange discontinued posting quotations on its bulletins; that while no official quotations have since been issued the same results are obtained through the continued publication of "The Producers' Price-Current," whose quotations are generally accepted as the prices established by the Exchange.

The further allegations of the petition are recited in respect to the use of cold storage as a means of controlling prices, the relation of the great packing houses to the business, and that there is some kind of an agreement or combination between the Exchange, the cold storage company and the packing houses and egg dealers whereby competition in the supply and price of eggs in this State is restricted and prevented.

The referee finds that these are substantially true and that the Exchange did manipulate prices and supplies to help some factors in the trade and hurt others.

* * *

The Brooklyn Council of the United Master Butchers' Association passed a resolution, at its last meeting demanding that Congress put an embargo on meat exports. It is contended that unless this is done meat prices will be higher than ever before, beginning July 1st and continuing until September. This is because of the shortage of cattle in the West and the enormous quantity of meats which have been sent abroad. The Brooklyn Council declares that if the embargo should be put on prices of meats would decline over night.

* * *

The United Cigar Stores Company, at a special meeting held here during the week, decided to open 900 new agencies throughout the East before the end of this year. This is entirely a different matter than the opening of 150 new stores which the company has already decided to do. An agency is merely an arrangement made with a grocer or general storekeeper or some other dealer to handle the brands of the United Cigar Stores Company in towns too small to support a store of the company's own.

* * *

Every employer in this State is looking forward to being compelled to pay more for workmen's compensation insurance than has been paid up to now. The Legislature has greatly broadened the scope of the present workmen's compensation law, the amendment becoming effective July 1st. The principal amendment is that it gives all em-

(Continued on page 14.)

Test Your Knowledge of the Grocery Business With These

Another Set of the English Grocery Examination Questions One Must Pass Before Becoming a Certificated Grocer.

We present below another set of the English grocery examination questions, which were used in the spring examination of the English Certificated Grocers. No grocer in England can become a certificated grocer unless he passes these examinations. It is interesting to look over these and see how many one can answer:—

First Year Paper.

Section A.—Grocery.

(Of the twelve questions set in "Grocery" and "Provisions," any six may be attempted, but not more than six, including at least two questions in "Provisions.")

1. (a) Which teas keep their original flavors and qualities longest—Ceylons or Indians? (b) What sorts of teas best suit *hard* water? (c) What sorts of teas best suit *soft* water?

2. How would you explain to a customer the cause of the recent advance in the price of coffee?

3. Name in order of merit the three best varieties (or growths) of currants, and mention their respective characteristics.

4. Name the leading varieties of California canned fruits in syrup, and (a) state different grades of quality; (b) Select one of the fruits, and give a description of its different grades of quality.

5. What do you understand by (a) Cocoa "nibs"; (b) Cocoa "essence"; and which is the more valuable as an article of food?

6. What is the difference between "raw" and "refined" sugar? Briefly describe how sugar is refined.

Provisions.

7. Describe how you would cut up a fore-end of bacon, weighing 15 lbs., costing 98/- per cwt., to sell at 15 per cent. profit.

8. Describe a picnic ham, a square shoulder and a Cumberland cut.

9. Describe the package and give the average weight of Danish, Irish, Australian and French butter.

10. What precisely is the difference between nut-margarine (so-called) and oleo-margarene; and give the origin of the terms "nut" and "oleo"?

11. Name five kinds of cheese, not foreign, with which you are acquainted, stating shape, average weight, color and present selling price.

12. You are asked to unpack, weigh and count a case of 17 lbs. Danish eggs. State as briefly as possible: (a) How you would check weight; (b) By what method you would count; (c) How would you report a shortage to your employer?

Section B.—Bookkeeping.

(Of the five questions set in "Bookkeeping," only three may be attempted.)

13. What is meant by Dr. and Cr. in a cash book or ledger?

14. If you receive payment of an account from a customer, on which side of the cash book do you enter same?

15. How would you deal with a customer's account if the customer could not pay and the amount is absolutely irrecoverable?

16. If you received an invoice for goods to the amount of £75, terms one month, or 14 days less 1¼ per cent., what amount would be saved by paying within 14 days?

17. If you buy goods at 84/- per cwt., add to this 20 per cent. for your profit, and you allow your customer 2½ per cent. for cash, what net profit would you make on the transaction?

Section C.—Commercial Arithmetic.

(Of the five questions set in "Arithmetic," only three may be attempted, of which No. 22 must be one. Working must be shown.)

18. A grocer buys marmalade at 14/5 per dozen 3s, 10/6 per dozen 2s, and 7s at 51/-per cwt. (7 lb. jars charged 6d. each extra). At what price must he sell each size to realize 15 per cent. gross profit?

19. What is the simple interest from February 16 to July 8, 1916, at 5½ per cent. per annum, on £156/2/9?

20. A grocer makes a blend of tea of the following: 80 lbs. at 1/2½ per lb., 50 lbs. at 10½d. per lb., 30 lbs. at 1/0¼ per lb., and 10 lbs. at 11¾d. per lb. What is the cost of the blend per lb. to the nearest farthing—the above prices being without the addition of duty?

21. A grocer buys raw coffee at 92/- per cwt., duty being 42/- per cwt. in addition. He roasts one cwt., which yields him 94 lbs. of roasted coffee. What does this coffee cost him per lb. when roasted?

22. Make out the bill of the following order (all prices to be shown to the nearest farthing): 6 lbs. 13 ozs. cheese at 1/- per lb.; 7 lbs. 3 ozs. bacon at 1/2 per lb.; 7 lbs. sugar at 5¼d. per lb.; 1¼ lbs. tea at 2/3 per lb.; 2 doz. eggs at 7 for a shilling; 2 ozs. mace at 4/- per lb.; a tin of biscuits, weighing 6¾ lbs., at 10d. per lb. (tin charged 1/-); 3 jars marmalade (3 lbs.), at 1/7½ each; and 1½ lbs. coffee at 1/11 per lb. Allow for 10 jars at 1/2 dozen already returned.

Section D.—Knowledge of English.

Definite questions are not set under this heading, but the candidate's attention is drawn to the fact that extra marks will be awarded for correct spelling, punctuation, composition and answering the questions in clear language and logical order.

Handwriting will be specially considered, extra marks being also awarded for neatness, legibility and the general setting out of the answers.

Second Year Paper.

Section A.—Grocery.

(Of the six questions set in "Grocery," only three may be attempted.)

1. State the chief characteristics of the tea grown in Sumatra and Java.

Put Welch's Grape Juice on your shelf side by side with Jones' or Smith's Grape Juice---an unknown brand. Say you can make twice the profit on the latter that you can on the former.

Don't push either---let each sell itself. On which one will you make the most money in a year?

And the result will be the same even if you push Jones' and don't push Welch's.

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

2. Does coffee deteriorate after it has been roasted and ground? Give short reasons.

3. State precisely the difference between sago and tapioca. State what you know concerning rice, and give a list of comparative values.

4. In what countries does the sugar cane or sugar beet grow? Outline the chief difference in producing the two kinds of raw sugar.

5. Name the countries from which we import the following spices and describe their respective characteristics and give comparative values: (a) Ginger; (b) Cloves; (c) Nutmegs.

6. What precautions would you take in storing (a) Jams; (b) Bottled fruits? What forms of deterioration do you guard against?

Provisions.

(Of the six questions set in "Provisions," only three may be attempted, of which No. 7 must be one.)

7. Describe how you would cut up a side of bacon weighing 60 lbs., costing 118/- per cwt., to show a profit of 15 per cent.

8. Describe how you distinguish between Danish, Canadian and American sides.

9. What salt and fresh butter would you sell for first and second quality (a) in winter, and (b) in summer? (State the district where employed and whether family or cash trade.)

10. State whether you would recommend nut-margarene, oleo-margarine or lard (a) for making pastry, (b) for frying, (c) for cake making.

11. Which months' make of cheese, English and Canadian, would you buy for storing? Give reasons.

12. Some eggs are quoted at 15 lbs. or 16 lbs. to a certain number; state in figures what this number is. In what way are eggs preserved? At what season of the year are eggs preserved? How many eggs do American, Canadian and Continental cases contain? (Reply in *figures.*)

Section B.—Bookkeeping.

(Of the four questions set in "Bookkeeping," only two may be attempted, namely (a) either 13 or 14; or (b) either 15 or 16.)

13. A grocer, having head office and two branches, decides to close his books on March 31, 1916. He takes head office stock on March 31st, but at one of the branches he takes stock on March 17th and at the other on April 15th. What method would you adopt to show all the stocks as on March 31, 1916?

14. What do you understand the following terms to mean—Impersonal accounts, contra accounts, bill of exchange and trading account?

15. Adjust the clerical error in the following trial balance at December 31, 1915, and prepare a trading and profit and loss account and balance sheet:—

	£	s.	d.	£	s.	d.
Stock at Jan. 1st, 1915	460	3	8			
Rent, Rates and Taxes	80	5	3			
Gas and Water	20	10	6			
Purchases	4,093	10	6			
Returns				83	7	6
Sales (Cash)				2,019	3	6
" (Credit)				3,076	8	2
Discounts	2	3	6	89	17	6
Salaries and Wages	60	3	6			
Fixtures and Fittings	301	9	6			
Bank (Current A/c)				3	10	6
Cash	11	4	6			
Rents received	5	3	6			
Bank (Deposit A/c)	200	0	0			
Debtors	1,360	8	9			
Creditors				210	7	11
Bad Debts written off	8	3	6			
Reserve for Bad and Doubtful Debts				50	0	0
Carriage	10		6			
Trade Expenses	15	9	4			
Drawings	50	0				
Capital Account				1,754	19	7
	£6,677	17		£6,667	14	8

16. Journalize the following transactions and open ledger accounts: 1915.

Jan. 1. Bought from T. Jones, goods £10. T. Smith, £15 3s. 6d.

Jan. 30. Sold to Brown & Co., goods £5 3s. 6d. J. Black £3 3s. 6d.

Jan. 30. Bought Williams & Co., £536 10s. 3d. Sold to F. Green, £101 3s. 6d.

Feb. 10. Bought F. Blow, £103 10s. 6d. Robson & Co., £203 6s. 2d.

Mar. 6. Recd. cash from F. Green, £50 and a post dated check for £53 to settle account.

Mar. 30. Recd., cash from F. Blow, £100, allowed F. Blow £3 10s. 6d. for discount.

Mar. 30. Recd. cash from Robson & Co., on account £150 paid.

Mar. 25. Rent £20, rates £4, gas £2 10s. 6d., wages £18 10s. 6d.

Section C.—Law.

(Of the four questions set in "Law," only two may be attempted.)

17. What is the meaning of "Stoppage in Transit," and how is it effected?

18. State in not more than 10 lines some part of what you know about the Workmen's Compensation Acts.

19. Give an example of a bill of exchange, using such names as you wish.

20. State shortly the object and effect of the Courts (Emergency Powers) Act, 1914.

Section D.—Methods of Business.

(Of the four questions set in "Methods of Business," only two may be attempted.)

21. A regular customer (Mrs. Phillips) is two months in arrear with her account, £7 2s. 8d., which should be settled monthly. Write her a tactful letter, which should induce her to settle promptly and, at the same time, not risk losing her continued custom.

22. An apparently prosperous person, whom you do not know, enters your shop and asks to have a credit account opened. She orders £2 worth of goods to be sent home. What steps would you take in your own and your employer's interest before sending out the goods and giving the credit asked?

23. Submit wording for three large window cards :(a) for tea; (b) for margarine; (c) for spring cleaning requisites.

24. What goods would you show in the grocery and provision windows at each of the following times: First week in March, last week in June, mid-November?

Some "Hygienic" Coffees That Chemical Analysis Seems to Show to Be Fakes

Claims of Removal of Caffeine, Thus Eliminating the Harmful Principle of Coffee, Found Not to be True. One Brand of Coffee Making These Claims Had Four Times the Usual Amount of Caffeine.

There is coming on the market an increasing number of what the manufacturers or packers call "hygienic" coffees, that is coffees with the harmful element, caffeine or tannic acid said to be removed. Some of them have built up a considerable sale, but we have been furnished with the results of some experiments by John Phillips Street, chemist to the Connecticut Agricultural Experiment Station, which appear to show that some of these hygienic coffees are little more than fakes.

Mr. Street gives the following list of hygienic coffees which he says comprise them practically all:

Digesto Coffee ("contains no caffeine or tannin").

De-tan-ated Brand Coffee, later Puri-tan-ated Coffee ("tannic acid entirely eliminated").

Royal Dutch Coffee ("prepared by the Beach process, which removes by steam, before roasting, the tannic acid").

Granger's Fairy Cup Instant Soluble Coffee ("nearly all the caffeine and tannic acid is discarded").

Hanley & Kinsella's Vacuum Packed Coffee (specific claims unknown, but the use of the word "vacuum" is suggestive).

Kaffee Hag ("95 percentage of the caffeine removed").

G. Washington Prepared Coffee, Crystal ("refined," "the coffee berry contains antidigestive, deleterious substances, which are not essentials of the true coffee when refined. * * * Mr. Washington's refining process eliminates these harmful, indigestible substances").

Café des Invalides ("does not produce nervousness or wakefulness").

Richelieu Brand, Vacuum Improved Coffee ("subjected before roasting to the Evers vacuum process"). The manufacturer claims that caffeine is not a harmful ingredient, although the original patentee of the Evers process claimed that it eliminated the caffeine. The present claim, however, emphasizes the removal of "coffeotoxins," among which is included caffeol).

The extent to which the claims of the caffeine having been removed, are true, can be seen from the following report by Mr. Street:—

> The first three brands in this list were examined in this laboratory by Shanley in 1907, the Granger brand by the United States Government, the Hanley & Kinsella brand by the Kansas Board of Health, and the remaining brands by Bailey and Shepard in the writer's laboratory during the last few months. The analyses are given in the following table, together with the analysis of a sample of commercial Java coffee as found in the Connecticut market:

	Caffeine	Caffetannic Acid
Digesto	1.11	9.45
De-tan-ated (Puri-tan-ated)	1.14	9.89
Royal Dutch	1.12	9.96
Granger's Fairy Cup	4.48	45.48
Hanley & Kinsella	0.93	....[1]
Kaffee Hag	0.03	11.47
G. Washington	4.96	48.04
Café des Invalides	0.97	11.56
Richelieu Vacuum Improved	1.15	11.82
Java (commercial)	1.20	11.37

> The writer will not attempt to discuss the physiological effects of coffee drinking, or express an opinion as to the relative harmfulness of caffeol, caffetannic acid and caffeine. The analyses are presented here simply for the purpose of showing the amount of credence to be given the claims of the various manufacturers.
>
> The analyses of the Digesto, De-tan-ated, and Royal Dutch coffees were made in 1907, and the writer is ignorant as to whether they are on the market at present. They are typical, however, of the "detannated" coffees. The method used by Shanley for determining caffetannic acid gave 9.51, 9.96 and 9.47 per cent. for Java, Mocha and Rio, respectively, showing that the three brands in question contained quite as much tannic acid as ordinary coffee.
>
> Granger's Fairy Cup Instant Soluble Coffee, in which "nearly all the caffeine and tannic acid is discarded," contained 4.48 and 45.48 per cent., respectively, of these ingredients, or about four times as much as found in ordinary coffee.
>
> Hanley & Kinsella's Vacuum Coffee shows only a little less caffeine than ordinary coffee.
>
> The claim of Kaffee Hag that 95 per cent. of the caffeine is removed is shown to be correct, only 0.03 per cent. of the alkaloid being present.
>
> G. Washington's Prepared Coffee, in spite of its "refining process" which "eliminates these harmful, indigestible substances," contains 4.96 per cent. caffeine and 48.04 per cent. caffetannic acid, about four times the amounts found in commercial coffees.
>
> Café des Invalides, claimed not to "produce nervousness or wakefulness," contains about four-fifths of the caffeine found in ordinary coffee and quite as much caffetannic acid. The reduction in caffeine is due chiefly to the presence of 20 per cent. of chicory and other vegetable matter.
>
> Richelieu Vacuum Coffee shows no essential difference from ordinary coffee in its content of either caffeine or caffetannic acid.

AMONG THE TRADE.

Creditors filed a petition to have S. W. Haney Preserving Co., Inc., of Philadelphia, adjudged an involuntary bankrupt. The petitioners and their claims are: N. Northwood Co., $262.08; Grocers' Supply Co., $228.72, and Dych Bros., $200.

Babbitt's Best Soap

"BEST SINCE GRANDMA'S TIME"

This soap has been the standard of quality and value for over half a century. It has the benefit of BABBITT advertising and BABBITT reputation in addition to established consumer good will. No grocery stock is complete without it and no soap sells as easily or as steadily. Your customers know BABBITT'S BEST SOAP, and they know the Trade Marks are good for beautiful and useful presents, so it will sell on sight if you keep it displayed.

B. T. BABBITT, Inc.

NEW YORK CITY

Don't Buy Baking Powder on Price

You can get a baking powder at almost any price you want to pay. You can get a baking powder that will yield you possibly a couple of hundred per cent.—if you can sell it.

But in the end you will be sorry you did not send out **Rumford** to represent you, rather than the cheap brand whose only attraction was the profit it offered.

Rumford is clean, wholesome, honest, substantial, satisfactory merchandise. It brings the customer back for more of it, and it pays you well for your work. There is no better leavener than Rumford Baking Powder.

RUMFORD CHEMICAL WORKS

Providence, R. I.

ESTABLISHED 1808

John R. McFetridge & Sons

Printers and Publishers

FINE CATALOGUE AND COLOR WORK

No. 927 Arch Street, Philadelphia

The Grocery Markets

Tea.

The tea market is a shade easier, not only on the other side, but here. There seems to be more tea than they expected to have, and this has had an effect on both sides of the water. Holders here are waiting for new tea and are a little more anxious to sell than they were some time ago. Prices, therefore, can be shaded somewhat, but not in any large degree. The consumptive demand for tea is only fair.

Coffee.

The coffee market is a shade easier, although there is some demand. Prices on Rio and Santos grades are undoubtedly heavy. The new crop is impending in Brazil and will come forward in a few weeks. This makes the situation uncertain and buyers are not much interested in the spot market. Mild coffees are inclined to be weak and supplies are accumulating. Java and Mocha are unchanged and quiet.

Sugar.

The sugar market, so far as refined is concerned, shows no change from a week ago. All refiners are now quoting granulated at 7.65 except Arbuckle Bros., who are 7.30. The consumptive demand for sugar is very poor. Raws have shown an advance during the week and sales have actually been made at 6.40. There is no indication of any materially lower prices on sugar.

Syrup and Molasses.

Glucose remains unchanged for the week. Compound syrup dull at ruling quotations. Sugar syrup and molasses comparatively high and quiet.

Fish.

Some new shore mackerel are in the market at prices correspondingly high compared with Irish and Norway. The shore fish are ruling from $3 to $4 above normal. Some new Irish mackerel are here at the high prices reported a week ago. Norway on spot are about cleaned up, the few remaining are selling at very high prices. Cod, hake and haddock are practically off the market for the summer. Very little interest is being taken in new Columbia River salmon and the other grades are in fair demand at unchanged prices. Both domestic and foreign sardines are unchanged, the new pack domestic fish being rather easier.

Canned Goods.

Tomatoes are still inclined to be easy, and plenty of Maryland 3s can be bought at 97½ cents f. o. b. factory in a large way. Demand is very poor. Futures are selling in a small way at about 80 cents in a large way f. o. b. factory. If the crop is going to be small this price should be very interesting, and up to this time the crop is late. It can recover, but whether it will remains to be seen. Corn is working up, but shows no change for the week. The growing conditions are not favorable and packers are beginning to feel firm. Peas are unchanged from last week; growing conditions are also poor as regards them. Apples dull and weak; light demand. California canned goods show no change. Futures have not sold very well, as the trade generally believe prices are to be high. Small Eastern staple canned goods are unchanged, except that spinach for future delivery is now selling at $1.

Dried Fruits.

Prunes are steadily maintained, but show no change for the week; demand small. Peaches are selling somewhat better than other dried fruits, at a price at least 1½ cent higher than the very low price which ruled a few weeks ago. Apricots, raisins, currants and other dried fruits are all dull at ruling quotations.

Beans and Peas.

Pea beans, by reason of continued scarcity, are now quoted at $4.50 in a large way; demand is moderate. Marrows are unchanged, steady to firm; fair demand. California limas show a further advance of about 10 points. Quotation is now from 6 to 6.10 cents per pound. Green and Scotch peas are unchanged, the market being firm but the demand light.

Butter.

The consumptive demand for butter is very good and the market is firm at prices about unchanged. The average quality arriving is still very good. The market is firm on the present basis, with no immediate change in sight.

Eggs.

New laid eggs are meeting with a ready sale at unchanged prices. Some of the fresh receipts are not quite as good as they have been, owing to the heat in various sections, and this stock is selling at slight concessions. The consumptive demand is good.

Cheese.

The consumptive demand for cheese is increasing and the market is steady at an advance of ½ cent. The quality of cheese arriving is very good, as the weather has been quite favorable for fine production. A good make of cheese is looked for without material change in the near future.

Provisions.

All cuts of smoked meats, including picnic, regular, skinback hams, bellies and bacon are steady and unchanged, with an active consumptive demand. Stocks are reported lighter than usual and the general feeling in provisions is firm. Pure lard is steady and unchanged with a good consumptive demand. Compound is also wanted at unchanged prices. Barreled pork, canned meats and dried beef are all unchanged and in moderate request.

INDIVIDUAL MARKET REPORTS.

Evaporated Apples, Etc.

The evaporated apple market continues quiet here, but with firm asking prices on both spot and future goods.

There has been a little more interest shown for carload lots of spot apples, buyers paying 5 to 5½ cents for good qualities of prime in 50-pound boxes. Small lots are being shipped out at from 5½ cents up, according to quality.

Five and a half cents are asked for new crop prime in carload lots, with choice held at 6 cents.

There has been a little more interest shown in future raspberries. Shippers are asking 25 cents per pound, f. o. b., in barrels.

C. C. Hall.

Rochester, N. Y.

Sugar.

Refined Sugar.—The market continues steady and unchanged, with a gradual strengthening undertone in sympathy with the strong and advancing raw market. New business, however, is light, the trade generally filling their requirements against purchases previously entered. Withdrawals are good. With better weather conditions, the consumptive demand should increase, causing a better distribution.

Raw Sugar.—The market has ruled strong and active again, with all offerings being promptly taken by refiners. Sales reported as follows: 50,000 bags Porto Ricos at 6.08 cents, landed at New York to Howell and American 40,000 bags Cubas for July shipment a equal 6.52 cents, duty paid, to Federal The market closes stronger with, holders generally asking equal 6.52 cents for June shipment, and equal 6.64 cents for July shipment.

Sales of American refined during the past few days to England and France total 50,000 tons.

J. H. Huston Co.

Philadelphia, Pa.

Wheat and Flour.

The Government report issued Thursday forecasts a shortage of 296,000,000 bushels in the wheat harvest of 1916 as compared with last year, of which 186,000,000 is in the winter wheat and 110,000,000 bushels in the spring wheat. As the Canadian crop last year was approximately the same as our own spring wheat crop, it is quite probable that it will also show a similar decrease. Some authorities in Canada claim that their wheat crop will not exceed 225,000,000 bushels, as compared with 376,000,000 bushels harvested last year.

While we are discussing this Government report we wish to call attention to the fact that last year at this time the Government estimated the spring wheat crop of 1915 as 274,000,000 bushels, whilst the final harvest turned out 356,000,000, an underestimate of 82,000,000 bushels. This is easily accounted for in the fact that the Government calculated on the average deterioration of the crop from June 1st to harvest, which did not materialize. The loss in condition from June 1st until harvest being only a third of 1 per cent., as compared with 27.5 per cent the preceding year.

Following find comparisons (hundreds omitted):—

	Area June 1	Condition June 1 %	Est. Yield per Acre June 1 bus.	Est. Crop June 1	Final Harvest
Winter Wheat.					
1914	35,387	92.7	18.1	638,147	684,990
1915	40,169	85.8	16.8	676,000	655,048
1916	33,020	73.2	14.2	469,000	.....
Spring Wheat.					
1914	17,990	95.5	14.6	262,135	206,027
1915	19,248	94.9	14.2	274,000	356,460
1916	17,851	88.2	13.8	246,000	.....

In studying these figures we must remember that all depends upon the weather from June 1st to harvest. To show the folly of judging the final outturn by the condition on June 1st, we call attention to the enormous losses on the following crops:—

Spring Wheat	Condition June 1	Condition at Harvest	Loss
Crop 1910	92.8	63.1	29.7%
Crop 1911	94.6	56.7	37.9%
Crop 1912	95.8	90.8	5.0%
Crop 1913	93.5	75.3	18.2%
Crop 1914	95.5	68.0	27.5%
Crop 1915	94.9	94.6	.3%
Crop 1916	88.2	(?)	(?)

Flour buyers, both here and abroad, seem indifferent to the new crop situation. The huge quantity of wheat in sight in Europe, Australia and North America blinds their eyes to what lies beyond. The present abundance may change in a few months to a decided scarcity. The crops of France and Italy are much less than last year and their requirements during the next year will be on an immense scale. It will be well to keep an eye on Saskatchewan, which last year produced 195,000,000 bushels of Canada's 376,000,000 crop. One of the big Canadian millers predicts that December wheat in Chicago will sell at $1.50 per bushel before the expiration of that option.

Labor is scarce in Canada and when farmers pay $60 a month and board for farm hands you may be sure there is some uneasiness over having sufficient help to harvest crops.

Taking a long-range view of the wheat situation, one is impressed with the fact that wheat prices have been depressed too far, and that in the near future there should be an advance to a substantially higher level.

SHANE BROS. & WILSON CO.
Philadelphia, Pa.

—

Foreign Grocery Specialties.

Spanish pimentos, (Spanish red peppers) continue rather scarce, with scant supply from abroad, and diminished stocks here. Prices continue very strong and tending higher.

We have cables that the first carload of new this season's packing of Japanese crab meat has been shipped. Cables report that the quality this season is very fine.

In spite of the scarcity of real good garlic, prices remain just about stable, and show no tendency to advance. No cables have as yet been received advising of shipments of new Naples Italian garlic, although they were promised before this.

Cables from Italy report higher prices for Italian olive oil and higher prices for both tin and barrels, but shipments are coming forward regularly.

STROHMEYER & ARPE CO.
New York.

—

Rice.

Conservatism in operation still characterizes the business situation and there is yet no disposition towards expansion in buying. The trade claim to have a fair average supply in hand, and as consumers are still loth to increase their holdings, the market continues its former dull tone with no apparent outlook for a renewal of old-time activity in the near future. Prices, however, remain firm for all grades of Honduras, Japan and Blue Rose, and indications would denote that there is an undercurrent of strength that will ultimately force the market higher on account of the steadily shortening of supplies. The slightest degree of activity will change the situation to one of hopefulness and decided general improvement is sure to follow. Blue Rose still holds the more prominent position with the trade, although the demand for this style is slow.

Advices from the South along the Atlantic coast note conditions of last week unchanged. There is a limited demand for low grades which are unobtainable. Carolina is about cleaned up.

At New Orleans the market continues strong, with steady demand. Offerings of Blue Rose, Japans and Broken rices are very light and they are readily absorbed. Stocks of extra fancy Honduras and Blue Rose in mills' hands are very light. There is a better inquiry for medium Honduras, due to their relative cheapness.

In the Interior, Southwest Louisiana, Texas and Arkansas, the mills are holding firm on remaining stocks and it is predicted that they will go into new crop with bare floors. Conditions continue very favorable for the growing crop, although some sections report the need of rain in order to keep back salt water in the streams from which the canals receive their supply.

D. TALMAGE'S SONS CO.
New York and New Orleans.

—

Imported Fish Specialties.

There has just been received in this country a small shipment of new this season's Newfoundland herrings, cured and packed in Scotch manner, the quality and style of packing of which is, in our opinion, the very best that has ever come from Newfoundland. If our packers can continue to furnish such an article, it will mean very serious competition to the Scotch herrings this coming season.

As expected at this season of the year, the trade in all kinds of salt fish is rather dull, buyers taking supplies only from hand to mouth. Prices in all lines are well maintained.

There is hardly any change in the imported sardine situation. The catch in Portugal continues poor and supplies are short and prices remain high. In France there is no catch as yet of sardines. They are catching some fish right along in Norway, and packing them and selling them at their own prices to European buyers. The trade in Norwegian sardines and other canned goods has been very limited of late, owing to the enormous high prices, which continue to restrict consumption very materially. We have lately seen some samples of American smoked sardines, but the quality of the same is such that even at the very low price at which they are being offered they will never become a serious competition to the Norwegian smoked sardines. Evidently the American fish does not adapt itself well to the curing process and unless the quality is very much improved, the American smoked sardines can never hope to meet a substantial success.

STROHMEYER & ARPE CO.
New York.

—

Spices.

The market is fairly active. There have been some fair arrivals of various articles during the week, though stocks are comparatively small. Any unusual demand will have a tendency to greatly advance values.

Pepper.—Is firmer again and in much better demand. Foreign markets are all higher. Stocks here in first hands are limited.

White Pepper.—In fair demand, at generally unchanged prices.

Red Peppers.—Without any new feature to report.

Cloves.—Are now in very active demand, at slowly stiffening prices.

Pimento (Allspice).—In fair average demand, at slightly lower prices.

Nutmegs.—Very much steadier and in better inquiry for summer and fall needs. Offerings from the East are very small.

Cassias.—Rather dull and without change during the week.

Gingers.—Remain quiet and neglected.

Green Ginger Root.—Is now en route and the goods should reach here in the course of a few days. Prices will be much higher this season.

Tapiocas.—Slightly lower and in fair average demand.

Paprikas.—The market continues steady, with fair jobbing demand. There has been practically no change in price.

Seeds, Herbs, Etc.—Prices are fairly steady, practically unchanged. Marjoram, French variety, is higher. Celery seed will soon be in good demand.

McCORMICK & CO.
Baltimore, Md.

South Carolina Now Raising Pepper.

Pepper to the extent of more than 50 acres has been planted near Mullins, S. C. Pepper was introduced there last year, and then only on a very moderate scale. The crop was said to have turned out well and this year the acreage was greatly increased. The Secretary of State issued a charter to the Carolina Pepper Association, of Ebenezer, with a capital stock of $15,000.

DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

As to Wheat Cereals

Have you a wheat cereal *leader?* Does it sell steadily, does it pay you a good profit, does it repeat and repeat and repeat?

If so, you must be selling **Wheatena.** No other wheat cereal does these things like **Wheatena** does.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Assoc'n

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

SPECIAL

Royal Fancy Table Syrup

KIRK, FOSTER & CO. WHOLESALE GROCERS 208 N. DELAWARE AVE. AND 209 N. WATER ST. (PHILADA.)

This is one of our popular brands of Syrups which we have sold in barrels for a number of years; complying with a demand for a fancy table syrup in cans, we now offer it this way and quote you a specially low price as an inducement for a trial order. Remember it is ***fancy quality.*** Satisfaction guaranteed.

Royal Table, 2-lb., 2 Dozen in Case	**per dozen,**	**$0.85**
Royal Table, 2½-lb., 2 Dozen in Case	**per dozen,**	**.95**
Royal Table, 5-lb., 1 Dozen in Case	**per dozen,**	**2.00**
Royal Table, 10-lb., ½ Dozen in Case	**per dozen,**	**3.70**

ORDERS LIMITED TO FIVE CASES, ONE SIZE OR ASSORTED

KIRK, FOSTER & CO. WHOLESALE GROCERS **209** NORTH WATER STREET PHILADELPHIA - PENNSYLVANIA

There's No Other
FLAVOR LIKE
MAPLEINE
That's why it continues to grow in popular favor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Waste Paper Balers
$12.00
AND UP
Buckeye Baler Company
1029 N. Main St. FINDLAY, OHIO

A Sales Repeater
FLEISCHMANN'S YEAST
is purchased, say, two or three times every week by the housewife who bakes. And every time she comes in for a "cake of yeast" you have a fine chance to to talk up and sell her other things too.

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations

Registered, U. S. Pat. Off.
Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.
This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.
The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by
WALTER BAKER & CO. Ltd.
Established 1780 Dorchester, Mass.

CORRESPONDENCE.

To Buy Low.

Charleroi, Pa., June 12, 1916.
To the Editor.

Dear Sir:—Please tell me where to buy breakfast foods in round lots, dried fruit and advertised goods in general below quotations, or at concessions for cash and quantities.

Also where to buy my cheeses, brick limburger and cream cheese direct from manufacturers.

Where to buy Navy beans in 5 to 10-bag lots direct.

Hoping to be favored with the desired information, I am,

Respectfully yours,
AUG. MAHIEU.

Your nearest low-priced jobber is Caplan Grocery Co., Pittsburgh, Pa.

* * *

Wanted—A Bicycle Agency.

Hanover, Pa., June 12, 1916.
To the Editor.

Dear Sir:—Would you please give me the names of some reliable wholesale bicycle houses or manufacturers of bicycles. We have an Iver Johnson dealer in our town and I would like to handle a bicycle just as good. Could you help me locate same?

Yours truly,
G. D. STERNER.

Write the Simmons Hardware Co., 421-7 Arch street. Philadelphia.

* * *

A Broker for Vegetables.

Bloomsburg, Pa., June 13, 1916.
To the Editor.

Dear Sir:—We should like you to put us in touch with a good broker in Philadelphia that buys vegetables at the auction sales for jobbers, we to pay him 10 cents a package. Very respectfully,
C. H. SHARPLESS.

M. Rickersberg & Co., Second and Dock streets, Philadelphia, act as brokers for lemons and oranges, but neither they nor anybody else in Philadelphia act as brokers for vegetables. There doesn't seem to be such a broker.

THE NEW YORK LETTER

(Continued from page)

ployers and all employees the right to come under the provisions of the law instead of requiring only 42 groups of employers to come in, as is the case now. All of the insurance companies selling this sort of insurance have increased their rates to take care of the new liability. The principal line affected by the change is storekeepers of all classes. Under the old law storekeepers did not come within the provisions of the act, and the only insurance which they had to take out was for the common law liability. Following appears a statement of the old and new rates for workmen's compensation insurance:—

	Rate per $100 of payroll. New Rate.	Old Rate.
Butchers—meat or provision stores	$1.00	.45
Department stores	.49	.30
Dry goods stores	.19	.22
Five and 10-cent stores or stores advertising mdse. at a maximum or minimum price	.49	.30
Grocers—retail	.49	.20
Marketmen—including meat and provision store	1.00	.45
Milk dealers—store or depot only	1.00	.22
Poultry dealers—wholesale and retail	1.00	.22
Store risks—retail, exclusively (not otherwise classified)	.32	.20
Store risks—wholesale (not otherwise classified)	.58	.20
Store risks—wholesale and retail (not otherwise classified	.32	.20
Wine and spirit merchants—retail	.78	.30
Wine and spirit merchants—no bar on premises—liquor sold in packages only	.49	.22
Wine and spirit merchants—wholesale	.76	.22

* * *

The sugar market during the past week has weakened a little and Arbuckle Brothers have been selling granulated at 7.30. Other refiners are still asking 7.65. The situation has been strengthened somewhat by the new demand for refined sugar for export. Exporters picked up 25,000 to 30,000 tons of refined sugar at around 7.30 and 7.35, and they are reported to have even gotten some from second hands holders at 7.25. Even these are not quite enough to make the local market firm because of the very dull demand for domestic purposes.

* * *

The National conference on the weights and measures of the United States during the week adopted a resolution calling upon the Government to require packers of meats in interstate commerce to go upon a net weight basis instead of a gross for net as is now allowed by the Governor.

SUMMARIZED MARKET CONDITIONS.

Tea quiet, with situation slightly easier.—Coffee dull, with practically everything outside of Mocha and Java a shade lower. The entire trade is waiting for new crop arrivals and spot coffee is soft.—Sugar has shown a slight advance as to raws, but refined is unchanged, except Arbuckle Brothers' brand, which is selling at 7.30. The market not over strong. Consumptive demand light.—Prunes steady to firm; outlook strong.—Apricots firm, with advancing tendency.—Peaches firm at advance over price of a few weeks ago.—Raisins firm and quiet.—Currants dull but firm at very high prices.—Salmon moderately active. Pink grade firm and very high.—Sardines firm and unchanged.—California canned fruits still steady at opening prices; demand quiet. Trade buying futures in a very small way.—Tomatoes easier.—Corn firm.—Other canned vegetables unchanged.—Wheat steadier after some weakness, with less pressure to sell.—Flour about 20 cents a barrel lower than a week ago; demand poor.

New York Chain Store Concern Trying to Raise Money to Open Up in the West.

The All-Package Grocery Stores Co., 217 Broadway, New York, a new chain concern which has just opened 100 stores on the Atlantic coast and now is advertising for capital with which to open 50 in Chicago. The following advertisement is running in the Eastern financial paers:—

Within the past fourteen months this company has established a modern whole grocery house—automatic, sanitary baking plant, coffee roasting plant and a chain of nearly 100 of the first and only strictly sanitary retail grocery stores in the world.

The present chain of stores are located in the Boroughs of Brooklyn and Manhattan, Greater New York, are now doing a cash business in excess of $1,000,000 per annum is in itself an achievement which we do not believe has heretofore been equaled in the grocery world.

On May 1, 1916, Chicago Wholesale House No. 2 was started; already two stores under lease—store No. 101—4629 Broadway, Chicago, and store No. 102—Evanston, Ill. (a suburb of Chicago) and many others under consideration.

We expect to have in operation by January 1, 1917, 50 or more retail stores in Chicago and vicinity.

We are offering direct to the public our 7 per cent. cumulative preferred treasury shares, accompanied by a bonus in the company's full paid and non-assessable common shares. During the month of March the public subscribed nearly half a million dollars to our stock.

Our present stockholders include some of the most prominent financiers, bankers, business and professional men in Greater New York.

Dayton Moneyweight Scales
S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

ROYAL BAKING POWDER

ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.

Contains No Alum—No Phosphate

ROYAL BAKING POWDER CO.

NEW YORK

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

My Idea.

Did you see that piece in last week's paper about the James Bell chain-store people making a big hit with a window screen cut to 23 cents? Regular 35-cent screens? The paper talked about it being a big thing, if you wanted to cut something, to get hold of something that you didn't sell as a general thing. Like window screens for a grocer, do you get the idea?

Then when the lot was gone, you didn't have to hold any postmortems trying to get the price back again on your regular stock.

I want to say right here and now, in the presence of this large audience of good-lookers, that that was my idea. I was the first gent to bring that out, and I did it I don't know how many years ago, right here in my little corner of the old G. W.

The Bell people copped it, and never paid me a cent for it either.

It *is* a bully idea and don't you forget it. This business of cutting Kellogg's corn flakes and things like that is the bummest idea ever. Have you fellows ever cut a regular thing like that to eight cents for one day only and then tried to explain to Mrs. Jones after you'd put the price back to ten cents?

If you have, I'll bet your tongue's tired yet. You could explain in all the languages, living or dead, and you couldn't make Mrs. Jones see why if you could sell it for eight cents one day you couldn't sell it for eight cents the day after.

Believe me, there ain't anything to it.

But when you go outside and grab a screen or something you can just buy a lot of, it's all over when you've sold 'em out. "No'm, we haven't got any more screens. That was a special lot bought for that sale." See?

Why just think what you can do with a scheme like that, without having a single blamed come-back.

You could even hitch up with some doctor. "With every $5 purchase, paid for spot cash, we take out one adenoid." Get that? In every town, I don't care how small it is, there's a bunch of kids that ought to have their adenoids taken out. You could cop 'em all. And the beauty of the thing to the doctor is that he only takes out one free on the scheme and while he was working on that tone he could find eight or nine more that needed to come out. Them he could charge for. Why any doctor in the place would go crazy to get in on it!

I believe it would get in the papers. You'd get a bushel of free advertising.

My price for this scheme is $10,000.

You could work in men's neckties. A special sale of regular dollar ties for 24 cents. Every woman in the place would run in to buy some. You'd have to get the police force to take care of the crowds.

Automobile stuff—holy gee, think of the big chance there is there! And face powder, and non-skid toilet paper and—oh there ain't any end to it. With this idea I'll guarantee to fill the deadest grocery store so full you couldn't see anything for the people. Would any of 'em buy anything else? Sure they would! That is, if you had anything else fit for 'em to buy. You wouldn't have to knock 'em in the head to make 'em do it, either.

Men's silk socks, regular 50-cent socks for 29 cents. Would they sell? Would a sheep eat salt? You can bet your wife's switch they'd sell and they'd get the people in. A fellow that couldn't boost his regular trade with a scheme like this wouldn't be worth the powder it would take to blow his head off.

Coffins, $8.98. Everybody'd buy one for a rainy day. In a year you could have the whole town by the hair. All you got to do is to have one of these sales every week. Don't forget this is my idea, and after you've made a million dollars out of it, I want you to drive out to the poorhouse on Sundays and see the old man.

There's enough hardware stuff to go on for a year in sales like this. A hardware salesman told me the other day that hardware pays more retail profit than anything else there is—go to it. You could make some big killings with little hardware stuff that everybody uses around the house. Like stove lifters, and pans and things like that.

Think you could stand up to a chain-store with a scheme like this? Say!

I'll be frank with you. I gave this scheme to a customer of mine last month. What d'ye think he said? He'd been asking me if I knew of any stunt he could do to beat the chain store and I handed him this one and thought he'd run over and kiss me and stuff money in my pocket.

"I'm running a grocery store, not a department store," he said.

What d'ye know about that?

"Go ahead and run it then," said—"run it into the ground for all I care. I thought you wanted to make money." Just like that. My he was red and cheap when he saw how I took it. THE STROLLER.

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

The Substitute Proposition—Has to to be handled very carefully. The word itself is distasteful. It savors duplicity. Converting a woman from one pet brand of goods to that of another commands the highest tact, and this tact is only evident when she is permanently and satisfactorily converted.

The manager who looks over your orders and gives you a quiet call down because more of your private brand goods are not represented is indiscreet, unless he has made a study of the customers and a study of conditions.

* * *

As a matter of fact, it is seldom wise to attempt to switch a new customer from the brands she calls for. On the other hand, it is just as suggestive of indifference to keep on selling an old customer the unprofitable brands.

Therefore, the important point to make is the point of confidence—getting mutually acquainted before any real salesmanship begins.

* * *

For all I know, there may be just as good collars in the market as the "E. & W.," but I like the style and durability of the "E. & W.," and I will resent the talk of a *new* salesman on any other make. But I will listen, and have listened, to the recommendation of a clerk whom I know and who has sold me other stuff that gave satisfaction and have time again bought linen that he recommended. It was a case of mutual confidence.

* * *

The same argument holds just as good in selling groceries.

None of us can estimate the number of people who are daily driven from a store by fellows who slop over on this private brand proposition.

Mind you, the proprietor himself is to blame nine times out of ten for this. He hasn't given sufficient study to the human side of selling.

True, it is tough to swap goods and only break even, but it is tougher still to deliberately deprive yourself of further chances to do any swapping at all.

* * *

If you go about your work of selling by putting thought into it and gradually work up your brands with prudence, you will soon discover that your sales are more profitable.

But don't rush things whatver you do. We could name dozens of big retail, yes, and wholesale, concerns that have gone exactly along the lines described and have made big successes.

The secret is to keep the customer coming, and you will keep her coming by getting her point of view and working on that until yours becomes so paramount that the vision will be transferred.

Then you have arrived at the mark.

It's all very interesting.

Great is psychology.

Where One Goes the Other Follows

Customers who buy KNOX SPARKLING GELATINE (No. 1 package) will also buy KNOX ACIDULATED GELATINE (No. 3 package) if you'll tell them the No. 3 package contains an envelope of lemon flavor which saves the bother of using lemons.

It's easy for you and your clerks to get both kinds into an order. Either package of KNOX GELATINE is a big value for the consumer because it makes four pints of delicious jelly, and a good sale for the grocer because it pays a splendid profit.

Push KNOX GELATINE and tell your clerks to do so. If you want help from us, in addition to the extensive advertising we publish in leading women's publications, let us know the size of your window and how many recipe books you'd like to have to mail to customers.

"THE BIGGEST SELLING GELATINE IN THE UNITED STATES"

New, attractive display advertising matter that is sure to increase sales will be furnished free on request. Write us

CHARLES B. KNOX COMPANY, Inc. : Johnstown, New York

Sugar Points "Variety" No. 3

There's a FRANKLIN CARTON SUGAR for every home use—Fine Granulated, Dainty Lumps (small cubes), Powdered, and Confectioners XXXX, in cartons of convenient weight for your customers—1 pound, 2 pounds and 5 pounds, according to grade. Therefore, it is easy for you to supply your customers with all their sugar in FRANKLIN CARTONS, which are ready to sell when you get them, saving you time and bother and preventing loss by overweight. Tell your customers that you can sell them any grade of sugar they want in Franklin Cartons.

Made from Sugar Cane—Full Weight Guaranteed

THE FRANKLIN SUGAR REFINING CO., PHILADELPHIA

No. 368.—Making Compromise Settlements.

One of the legal phases of business on which the average business man is murkiest, is as to the law of compromise settlements—what the law is as to taking a check, for instance, marked "in full of all claims." Whether it is an absolute bar to getting the balance. Whether when you send a man a statement of what you owe him (which is less than he says you owe him), and a check, and he accepts the check, he is bound by it and cannot demand any more.

It has occurred to me that it would be helpful to illuminate the subject by a little practical discussion.

The law as to when it is safe to accept a check "in full of all claims" differs radically between cases where the account is disputed and cases where it is not disputed. If a customer owes you $500, *and there is no dispute about it,* he can send a check for $300 marked "in full of all claims," and you can accept it, but this will not prevent you from collecting the balance. You can still collect that, and the fact that you have accepted a check for part "in full of all claims" will have no bearing on the case. There was no compromise here.

But the rule is the exact contrary if there has been any dispute about the account. If you say a customer owes you $500, and he says it is $300, and you can't agree, and he sends you a check for $300 or $350, marked "in full of all claims," you are done if you accept it. The balance is lost. The law says that is a mutual compromise of a disputed account.

In the latter case it is not even safe to keep the check. The case books are full of cases where business men held on to the check for the time being, as a bird in hand. That is, they neither accepted or rejected it, as they thought. But under the law they accepted it, for their duty was to immediately send it back if it was sent to them as full settlement. Even though the check bears no mark "in full, etc.," if it is accompanied by a letter, or by the verbal statement that it is tendered in full settlement, it must be rejected then and there, or the settlement is complete. The law will not allow any tricks to be played on the creditor, however. It must be made clear to him at the time that the check is tendered in full settlement, otherwise he will not be bound.

For instance, in a case decided a few days ago (Mississippi Supreme Court) there was a controversy between a bank and one of its depositors, over whether the bank owed the depositor $900. The depositor said the bank had wrongfully charged a $900 item to his account, while the bank said the charge was proper. While this controversy was on, and after the depositor had actually begun suit for the $900, the bank balanced his account, closed it, and sent him a check for 65 cents, which was the entire amount the bank said he had on deposit. With the check went a letter saying that the 65 cents was sent as his balance in full. The check was accepted.

When the case was tried, the bank defended on the ground that it had tendered the 65 cents in full settlement of a disputed account, and it had been accepted. Therefore the case was closed and the depositor could recover nothing further. The court disagreed with this, on the ground that the bank's letter did not make it plain that the 65 cents was intended to close the whole matter, including the $900. Here is an extract from the decision, which is a fairly complete summary of the law of the subject:

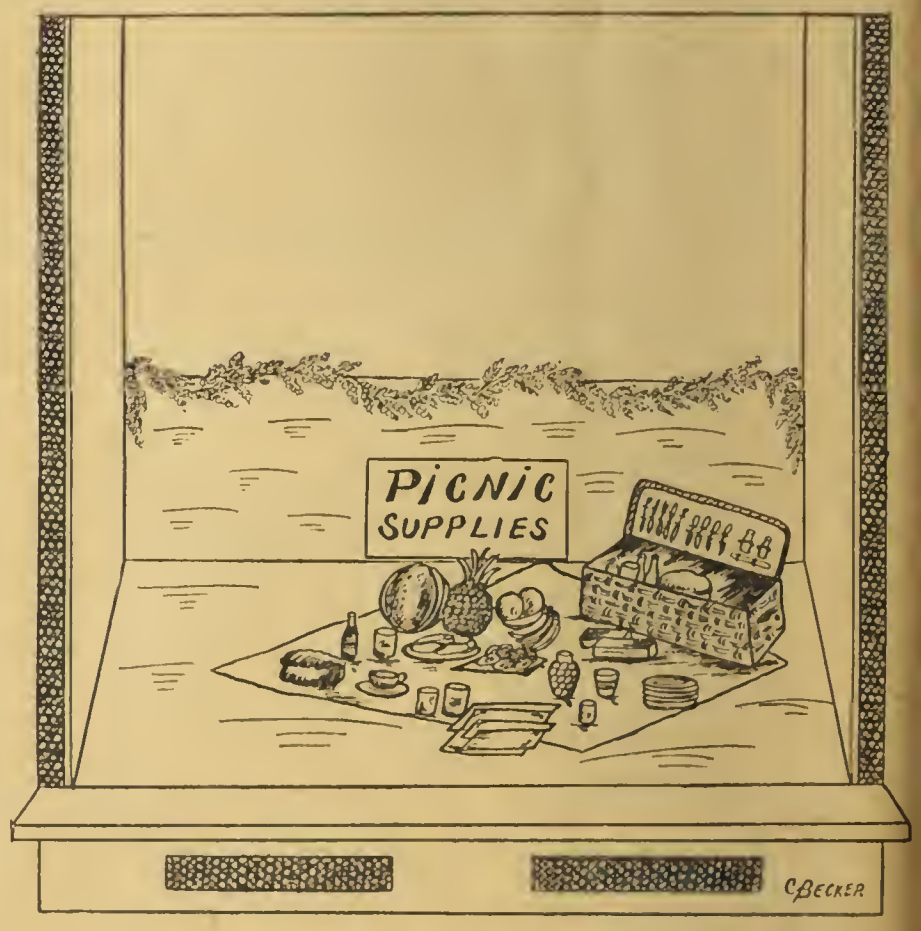
> We can see no just ground upon which the acceptance of the 65 cents inclosed with the above letter and general statement of plaintiff's account at the bank could have constituted an accord and satisfaction of the disputed item of $900. That the plaintiff was disputing the correctness of the charge of $900 against him cannot be denied, because he had already filed his suit for this item. The 65 cents sent him was an amount in addition to this, about which there was no controversy. It is inconceivable that the plaintiff intended to settle his claim for $900 in consideration of the payment of 65 cents of his own money. It is true the plaintiff retained the 65 cents mailed him, but he had a right to do this, as it was his own money, and there was no controversy with reference to this small balance.
>
> The attention of the plaintiff was not directed by the above letter to the controversy with reference to the $900 item. The $900 item was charged on the account; but it only signified that the bank still had him charged with the $900 item which he disputed. Not only must an offer be made in full settlement of a disputed claim, but it must be accepted as full settlement. There is nothing in the letter above quoted to call plaintiff's attention to the fact, if it were a fact, that the defendant bank was offering this 65 cents in money in full settlement of defendant's claim for $900.

(*Copyright, June, 1916, by Elton J. Buckley.*)

—

Question: James C. McN Estate, Milroy, Pa.—I hired painter by the day to paint store room and he in turn hires young man to help him. Wh painting the young man lets a la der fall which breaks a large pl glass window in our store front.

Weekly Window Display Suggestions



Picnic Display.

A display of picnic supplies is good any time during the summer. To arrange, cover the bottom of the window with green crepe paper. Spre a small table cloth in the center, and at one end place a large food hamper This, almost any dealer will lend you for the sake of the advertising. Pla some articles in the hamper, and on the cloth arrange some wooden plates paper napkins, cups and saucers, bread, potted tongue, drief beef, olive peanut butter, a platter of sliced ham, some cakes, crackers and fruit, if you sell it. At the extreme rear arrange a width of the green crepe paper and drape an artificial vine of some kind along the top. Place a neat sign card, as illustrated, against this background.

1845

Doesn't This Date Tell You Something?

¶ This is the date **Knight's Cooking Extracts** first decorated grocers' shelves. Time, skill and experience combined have added to the perfection of these goods each year. If an old lady or a child is sent for a cooking extract without being told to get a certain brand, they'll ask for **Knight's** by instinct. This name naturally identifies itself with flavoring extracts in their minds. It's a household word and stands for the highest standard of excellence.

KNIGHT
Cooking Extract Co.
No. 211 Arch Street
PHILADELPHIA, PA.

would like to know who will stand this loss, there being no insurance on the glass. Can I collect from the painter or the young man if of age or his parents if under age?

Thanking you for an early reply.

Answer.—The painter who employed the boy is responsible for the damage here.

—

Question: Hans W. Dyke, Callery, Pa.—We have secured judgment through a squire on an account of $17.34. If we should issue execution can the party take the $300 exemption? Should he do so after execution were made would that debar us from advertising the judgment for sale? We intended selling the judgment as a last resort. Will you advise and also give me the form for selling the judgment if we should do so.

Answer.—If your judgment was gotten in the regular way—by bringing suit, the debtor can claim the exemption when you issue execution. That will not prevent you from offering the judgment for sale, which you can do in the following form:—

FOR SALE.

I have obtained a judgment against ———— for $17.34 for groceries, sold and delivered, and offer same for sale for best offer.

Signed,

.....

—

NOTE.—Requests for information in this department should tersely set out in full all the facts bearing on the case, and all questions should be carefully framed to avoid misconstruction. Write on one side of the sheet only. Letters should be received at this office not later than Tuesday of each week, to ensure an answer in the Monday's issue following. The signature and address of the writer must accompany all inquiries, and will be published unless there is a request not to do so. All inquiries received will be answered without charge. Address all communications to Legal Editor "Modern Merchant and Grocery World."

Weekly Dry Goods Review.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

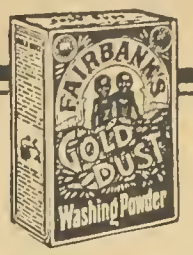
Current wholesale distribution of dry goods is in equal volume to that of the corresponding period of a year ago, notwithstanding the fact that we did not hold our semi-annual pre-inventory sale, which event occurred during this week a year ago.

Road sales for both immediate and future delivery are well ahead of the same week last year.

Customers have been in the market in fewer numbers, but the decrease is accounted for by the pre-inventory sale held a year ago, which event always attracts an unusually large number of merchants.

Collections are about equal with the same period last year.

Prices on domestic cotton goods are strong.



Bigger and bigger sales for you

GOLD DUST

Grocers who have displays of Gold Dust in their windows and on their shelves find that they are selling many extra packages. Put a Gold Dust display in your store *now.*

Every woman who enters your store *knows* Gold Dust—the chances are, has tried it.

Our extensive, continuous advertising *actually* works for you. It explains how Gold Dust saves work—how it can be used for cleaning *everything.*

Gold Dust has made good with women because it saves them work—and it has made good with merchants because it makes satisfied customers—the biggest asset any store can have.

THE N. K. FAIRBANK COMPANY
MAKERS

"Let the GOLD DUST TWINS do your work"

Cans That Represent A Real Advantage

HEEKIN CANS are made for a purpose—and they meet every requirement—every demand.

For Crackers

they are designed to retain the freshness, crispness and flavor.

Size 15½ in. x 27¾ in.

For Coffee

they are designed to retain the aroma, flavor and goodness.

Size 15½ in. x 20¾ in.

Heekin Heavy Duty Steel Cans

are air-tight, dust-proof and moisture-proof. And the quality is unsurpassed.

Plain lacquered or stenciled with any design.

Send for sample.

The Heekin Can Co.

New St. and Sixth Ave. Cincinnati, Ohio

"Heekin Can Since 1901"

Messrs. A. Salus & Son, Atlantic City, N. J., send in a clipped newspaper advertisement which they used in their local paper. Judging from the advertisement the paper is not very well printed. The paper is poor and the presswork indifferent. In the original the advertisement measured nine inches aeross four columns. It is here reproduced in reduced form:—

SAVE MONEY and LABOR at SALUS MARKET

You can positively buy these goods listed below EVERY DAY at these prices and WE WILL DELIVER THEM TO YOUR DOOR.

CEREALS
Quaker Oats 8c
Mothers' Oats 8c
Post Toasties 8c
Quaker Corn Flakes.. 6c
Cream of Barley..... 13c

RICE
Broken Rice 5c
Head Rice 7c

DRIED FRUITS
Choice Prunes ... 9c
Choice Apricots 12c
Choice Evap. Peaches 8c

COFFEE
Special Strong Blend 20c lb.
The leaders of the 20c Coffees
Crown Blend..... 25c lb.
A mellow delicious drink.
Sterling Blend . 30c lb.
We defy competition on this blend
Chelsea Blend.... 35c lb.
Composed largely of fine Java and Genuine Arabian Mocha Coffee
Real Rio ..... 15c lb.

HEINZ PRODUCTS
Heinz Baked Beans.. 8c
Heinz Tomato Catsup 13c
Heinz Red Kidney Beans 13c

CANNED VEGETABLES
Peas ..... 8c can
Crushed Sugar Corn.... 8c can
Small Lima Beans..... 10c can
Cut Stringless Beans.... 10c can

FISH
1 Smoked Herring 9c
1-lb. can Pink Salmon 10c
Beardsley Shred Codfish.... 8c
Sardines, can 4c
½-lb. can Oregon Salmon.. 8c
1-lb. can Oregon Red Salmon 15c

MACKEREL
9c and 12c each
Large No. 1 Fat Mackerel 20c lb.

CHEESE
Rich Cream Cheese 22c lb.
Sharp Cheese..... 28c lb.

SOAPS
Ivory Soap 4c
Fels Naphtha Soap.. 4c
P. & G. Naphtha Soap 4c

WASHING POWDERS
Snow Boy 4c
Eavenson's Naphtha Borax Powder.... 3½c

CLEANSERS
Old Dutch Cleanser... 8c
Light House Cleanser. 4c

RITTER'S JELLIES
Pure Crab Apple, Pure Apple Jelly, Pure Grape Jelly } 8c glass
Ritter's 11-oz. jar Pure Apple Butter 9c

CAKES and CRACKERS
Uneeda Biscuits..4c pkg.
Zu Zu Gingers... 4c pkg.
Fig Bars ..... 9c lb.
Butter Thins ..... 8c pkg.

MISCELLANEOUS LIST
1-lb. pkg. CORNSTARCH (Sterling)..... 6c
SHARPLESS EVAPORATED MILK..... 8c can
ZATEC CHOCOLATE ICING..... 8c pkg.
CRISCO ..... 23c can
½-lb. CROWN BRAND COCOA..... 13c
KARO ..... 8c can
CAMPBELL'S SOUPS ..... 8c can
1-lb. can STERLING BAKING POWDER..... 15c
½-lb. pkg. PURE EGG NOODLES..... 9c

SPECIALS FOR SATURDAY ONLY

Large Can Ripe Sweet Tomatoes 9c

FRANCO-AMERICAN SOUP, can 6c
Clam Chowder and Vegetable
1-5 Gal. Bottle PURE CIDER VINEGAR 8c
BROKEN MACARONI ..... 5c lb.
6-oz. Jar PALMETTO PEANUT BUTTER..... 8c
21-oz. Mason Jar PEANUT BUTTER 25c

A Full Line of Fancy Dressed Meats, Fresh Killed Poultry, Fresh Eggs and Creamery Butter always on Hand. Phone your Orders to

SALUS' MARKET

MT. VERNON and ATLANTIC AVES. Both Phones 11

CUT OUT THIS LIST AND HANG IT UP FOR REFERENCE

Very likely this advertising got some people in the store. The offer of trade-marked brands at cut prices would do that, and if A. Salus & Son are good salesmen they doubtless sold other goods on which the profit was better. As a matter of fact there is a fair profit in many of the goods advertised here, though in the best known brands there is none. I went into a cigar store the other day to buy a box of a certain 20-cent cigarette which was advertised on a sign outside at 17 cents. This I suppose is not much above cost. I said to the proprietor of the store who handed over the box, "At this price I don't suppose you care whether I come in here or not." "Sure I do," he said, "the thing is to get you in, so we can get you for something else." In this particular case, he didn't even attempt to get me for anything else, but in most cases, particularly a grocery store, there is no doubt that a great many of the people who go in for Ivory soap at 4 cents will see something else they want, even if they go in with the idea of buying only soap. Whether they are attracted by something else depends largely on whether A. Salus & Son have arranged their goods so as to appeal and attract. Then there is another kind of hargain hunter who hasn't as much nerve as some others, and she will feel it a sort of duty to buy something else. It takes some cheek to go in a store and load up on Ivory soap at 4 cents and then walk out without anything else.

* * *

Judged by this narrow test as to whether it will get people in, I suppose this is undoubtedly good advertising. Whether it is a good *system* of advertising to follow week after week, and whether in the long run it will pay, is another question. Salus & Sons' records should show this. Probably it would pay in some stores and not in others. One thing should not be forgotten: it is a much greater achievement, in an advertising way, and an infinitely better thing to do, if you can do it, to bring a customer to a store to buy something at a profit rather than to bring him in to buy something at a loss. Almost any old kind of advertising will do the latter, but it takes good advertising to do the former. Of course I would rather have the first kind of a customer than the second, but if I couldn't get the first I should most assuredly take the second.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

The Wholesale Grocers' Part in Foreign Trade.

The importance of the wholesale grocer in foreign trade was the theme of an address delivered Friday by Dr. Edward Ewing Pratt, chief of the Bureau of Foreign and Domestic Commerce, before the annual meeting of the National Wholesale Grocers' Association at Boston. "The wholesale grocers can perform a much more important function in foreign trade than perhaps they have any idea," the speaker said. "Many of the largest items on our list of exports have been food products, but they are products which have in a way sold themselves. It has not taken very much salesmanship or exporting ability to place our wheat or corn or flour and other food products upon the markets of the world. I believe that from now on we shall experience keener competition with the other great producing centers it will be necessary for us to put n exporting ability and more ski salesmanship into the exporting of t products. There are, however, a of new products, at least comparati new products, put out in this cou through jobbers and wholesalers wh will not sell themselves in other co tries. Many of these products are q unknown in foreign markets. Spe pains should be taken to foster for trade in the articles which are new have no recognized position in world's markets. I am confident large markets will reward well-direc efforts to sell our newer food prod abroad."

Pennsylvania Organizatio Notes.

Mr. Smedley was the principal spe er at a meeting of the Retail Groc of Erie on June 6th. There was large attendance of the grocers their clerks, who had been especi invited. Previous to the meeting an joyable dinner was served. J. C. Nor president of the State Association, present and made an inspiring addr The Erie grocers have a splendid as ciation, made up of the best men in city and their scope of activities are such a character as to command respect and confidence of its membe An effort is now being made and it every chance of success, to increase license of hucksters from $48 per ann to $100 per annum.

* * *

A complaint of Erie grocers is t a number of co-operative supply depa ments have been fostered by the man facturers of that city, to the detrim of the retail grocer. Coffee, potato canned goods, tobacco, cakes, etc., a bought in lots and supplied at a sm margin of profit. The influence of th has spread and it is charged that c ployees are buying in excess of the own requirements and selling to the neighbors. A committee has been a pointed to visit the offending factori and to make an effort to stop the ev

* * *

Merchants of Susquehanna Coun will form a county organization on Ju 21st. A large association is predicte The meeting will be held in Montros

* * *

The Executive Committee of the Sta Association met at Erie on June 6t Plans were made for the State conve tion and for the conduct of the work the association during the illness of Se retary A. M. Howes.

* * *

The school children's essay contest Montrose has closed and it was a su cess. The subject of the essays wa "Home Buying." Prizes were awarde as follows: Charles Mackey, first priz gold watch; Miss Ruth W. Kent, secon prize, $5; Fred Jaffers, third prize, $ and Miss Alice Hinds, fourth priz $2.50 gold piece.

* * *

The New Castle Board of Trade has reorganized, with about 400 members.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

"Why Isn't This Order Stamped?"

That's what a jobber says now when a specialty order comes in to him unstamped. So many specialty orders come in bearing the guarantee stamp of the American Specialty Manufacturers' Association and its allied organizations, that jobbers are naturally suspicious of orders bearing no stamp, and they hesitate to bother with them. If *no* orders were stamped, then an unstamped order would, of course, take its chance with the rest, but with most of them coming stamped, it establishes a contrast that reflects on the unstamped orders very much.

A stamp on a specialty order is a sort of passport that speeds the thing through and guarantees safe conduct all along the line.

Moral---Sign no unstamped specialty orders.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Frelhofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes. Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

JOS. MCGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed t be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps; will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY CO.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN CO.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY CO., INC.,
Hyattsville, Md.

Offer No. 133.

I have an A No. 1 American Slicing Machine, as good as new; all know the merits of this machine, also the selling price; will offer it at the low price of $85, or what will you give for it? For counter use.

H. J. GUNDAKER,
615 E. Walnut St., Lancaster, Pa.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible. and if goods don't move in four weeks. they will probably not move at all.

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

Can We Make You a Window Display?

¶ 200 posters, 100 painted walls, 100 painted bulletins, and our house-to-house demonstrators are going to increase your demand for **Chase-O,** the laundry crystal that washes clothes almost by itself.

¶ Tie up your store to our campaign. Can we make you a window display? Your jobber has it.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower

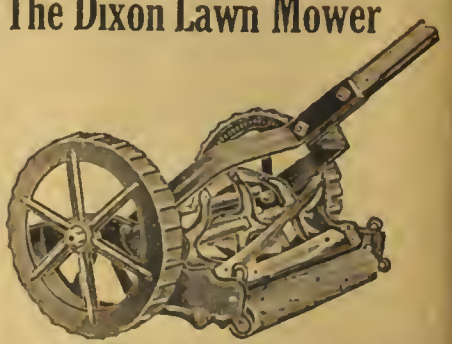
The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower



12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed In Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

WANTED

WANTED.—Information regarding good grocery or meat market for sale. Send particulars to R. G. List, Minneapolis, Minn. 25

HELP WANTED

WANTED.—A general stores salesman who is at present employed and has held this same position for at least two years. Salary $800 to $900 per year, according to previous experience and record. Address C. E. Engel & Co., Union Bridge, Md. 7

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

WANTED.—Experienced groceryman to take charge of sales department of established chain of retail grocery stores. State experience and references. Address X Y Z, care Grocery World Publication Co., 927 Arch St., Philadelphia. 25

FOR SALE OR RENT

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

STORES.

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—To settle estate, the Thomas A. Kane retail grocery business at Geneva, with lease of store. Established 37 years, with large and profitable business. Address W. S. O'Brien, Attorney for Executors, Geneva, N. Y. 26

FOR SALE.—First-class dry goods and grocery store; location of the very best; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

MISCELLANEOUS.

FOR SALE.—We have 55 one-gallon cans of Fly-Shy, put up by the Standard Chemical Mfg. Co., Omaha, Neb. Also 36 one-quart cans on hand which we wish to dispose of. The gallon cans retail at $1. We will sell the gallon cans at 50 cents each and the quart cans at 15 cents each, f. o. b. Lock Haven. Address McCloskey Bros., Lock Haven, Pa. 26

FOR SALE.—One International Harvester Co. truck, 1,500 pounds capacity, for sale or exchange, f. o. b. Cartersville, Ga.; will take merchandise or fixtures in exchange and will accept first reasonable offer, as I have quit the special trip for which we bought this truck. Address L. Hannon, Ateo, Bartow County, Ga. 26

WANTED.—Automobile trailer, two wheels, rubber tires, hitch for a Ford car. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 7

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JUNE 19, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Cheese	12
Flour	13
Fresh Fish	16
Provisions	20

DECLINES.

Butter	4
Canned Meats, Libby's	7

—1—

SUGAR.

	Barrels.
Cut Loaf	8.05
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls.	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼ lb. tins, in 25-lb cases—

	1 lb.	½ lb.	¼ lb.
Gold Label, I. and C.	.71	.72	.73
Buff Label, I. and C.	.56	.57	.58
Green Label, I. and C., Formosa Oolong or Mixed	.50	.51	.52
Orange Pekoe	.55	.56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 10c. 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 10c. 2-oz tins, per doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3-lb. tins, per tin			1.55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins, per tin			2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....

"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400.....per doz. .90

"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300...per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails, per doz.	75
Mica, ¼ gross, per gross	8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ¼ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz, per case	3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75

—3—

Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	20
Maracaibo, extra fancy	.20
Santos, Peaberry, extra fancy	.16¼
Santos, extra fancy	17½
Rio, Golden, extra fancy	.17½
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (f. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins...per box	.....
Tomson-Hummels, tin, ¼ gross.....per gross	2.60
" Imp., ¼ gross.... "	2.15
Floto's, Improved, ½ gross..... "	2.15

BLUING—Dry.

	Per Gross
Barlow's, small, 4 doz	2 75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5 60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2.50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c. pkgs., 16 10c. pkgs.... per lb.	.36

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross bbl...per bbl.	3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

	Per lb.
Tub Butter—	
Creamery specials	.33
" extra, 60-lb. tubs	.32
" first, "	.31
" second, "	.30
" third, "	.35
" dairy, extra, bakers' use, 30–60 lbs	26– 29
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.34–.35
Print Butter—	
Prize	.31
Gurnse, lbs. and ½ lbs.	.36
Awltru	.35
Honebe	.33
Star or S. D., 1 lb., 20–50 lb. bozes	.36
B. B., E. D., 20–50 lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.34
Sheaf ("400"), Elgin, 20–50 lb. boxes	.34
Sheaf	.32
White Rock	.37

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs	.10¼
" 16s, 30 lbs	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07¾
Searchlight, hotel, 16s, 30 lbs	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box.....per box	1 25

JARS AND JAR RUBBERS.

	Per gross
Mason's—	
Half gallons	7.85
Quarts	5.30
Pints	4.95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22

25-lb. lots 1 cent per lb. less.

Jar Tops—	Per gross
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz.....per doz.	.17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2.25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 25 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York. No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	
" " No. 3	1.25
" New Jersey, No. 2	
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberries—	
In syrup, No. 2	1.35
In water, No. 2	
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard, No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	
" No. 1, flat, 4 doz.	
" No. ½, flat, 4 doz	
Star, No. ¼, flat, 4 doz	
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maconache's, plain	
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	
" Cod, 1-lb. round tins, 100s	
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ¼s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	
Boneless and peeled, ½s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ½s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
¼s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ¼s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2 22½
" No. 2, key, 1 doz	4.20

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz	1.50
" No. 1, 2 doz	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Peerless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.20
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

The Franco-American Food Co.—	Per doz.
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s 30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	
" No. 1, 1 or 2 doz	
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tall, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90

Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus ..... per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable ..... per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable ... case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable .. case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.25

Ritter's, Tomato	.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb. boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ¼s, 6 lb ..... per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ½-lb. size	.33⅓
" ⅛-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ½s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ½s, 6 lbs	.26
Hershey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz ..... per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ¼-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
⅛-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.29
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box ..... per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ⅛-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ⅛-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box ..... per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Chocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs		.30
Medallion Drinking Chocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutch Cocoa—

12 lbs. in box.	Per can.	Per
2-oz. oval cans, 4 doz. in box	.07½	.90
5-oz. oval cans, 3 doz. in box	.18⅛	2.20
¼-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84

60 lbs. in case.	Per can.	Perl
5-lb. round cans	2.5n	.50

Bensdorp's Chocolates—

6-lb. boxes, 24 boxes in case.	Per
Sweet Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 20 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56

Bensdorp's Cooking Chocolate— Per lb.

Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—

5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56

Van Houten's— Per tln

Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18

Stollwerck's Gold Brand Cooking Chocolate— Per lb.

No. 300, unsweetcned, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40

Stollwerck's Gold Brand Plain Eating Chocolate— Per box

No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90

Stollwerck's Gold Brand Milk Chocolate—

No. 51, 25 cent size, 6 tablets in box	1.25
No. 53, 10 cent size, 24 tablets in box	1.90

Stollwerck's Cocoa— Per lb.

No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—

Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—

All No. 1 Manilla paper, full count, 480 sheets to the ream.	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment— Per pkg.

8x11, 1000 sheets	.92
9x12, "	1 18

Toilet— Per case

Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax— Per pkg

9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.50	.40
½ "	10M	.60	.48
1 "	8M	.81	.64
2 "	6M	1 06	.83
3 "	5M	1.27	1.00
4 "	4M	1.57	1.23
5 "	3M	1.[illegible]	1.43
6 "	3M	2.[illegible]	1.76
8 "	2M	2.[illegible]	2 03
10 "	2M	2.[illegible]	2.51
15 "	2M	3.41	2 70
14 "	1M	4.[illegible]	3.42
16 "	1M	4 76	3.66
20 "	1M	5.[illegible]	4.10
24 "	1M	5 77	4.[illegible]

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅛ bbl	.48
24½ lbs., ¼ bbl	.8[illegible]
49 lbs., ½ bbl	1.6[illegible]

No. 2, Manilla light weight— Per lb.

12 in. rnlls	.04¼
15 "	.04¼
18 "	.04¼
20 "	.04¼
24 "	.04¼

—10—

Silk Fibre, No. 1—

9 in. rolls	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½

Paper Towels—

25 rolls, 150 towels each, with holder and basket	per case	4.50
25 roll lots	"	3.50

CONDENSED MILK.

	Per case
Eagle, 4 doz	6.60
" 2 doz	3.30
Challenge, 4 doz	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 doz., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 doz	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 doz	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 doz	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 doz	3 00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.10
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.15
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16
Package goods—	Per doz.
Animals	.45
Cracker Meal, large	.9n
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09⅛
Oyster Crackers	.09	.09⅛
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, a doz	per doz.	1.40
" " with horseradish	"	
" large, 1 doz	"	2.00
" " with horseradish	"	

—11—

Wein Senf, bbls	per gal.	
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	
" 15-gal. kegs	"	
" 10-gal. kegs	"	
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 1-gal. pails	"	.50
Prepared Special, with spoon, 2 doz.	per doz.	.95
" sliting top, 2 doz	"	.46
" with horseradish, 2 doz	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		
" " loaf	less	
Sap Sago, 3 to lb	cask, per lb.	
" " less than cask	"	
Roquefort	12 in case, "	
" less than case	"	
Parmesan, about 30 lbs	loaf, "	
" less than loaf	"	
Edam, 12 in case	case	
"	single	
" in tin	per lb.	
" 1-lb. tins	per case	
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	
" " medium	"	
Sap Sago, grated, ready for use, 10-oz. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per doz.	2.50
Olmutzer Hand, 100 in box		
Edelweis, Romatour and Bier-Kase	per doz.	
American Swiss, No. 1	loaf	
" " less than loaf		
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.20
" " less than ½ box		.22
Pinxter, from Holland, in tins	per doz.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncheon—	Per doz.
Dinner size, 1 doz	4.50
Lunch size, 2 doz	2.40
Picnic size, 2 doz	1.35
Trial size	1.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 1 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	1.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Minlature Cream or Phila., 12 in box	.95
Hand, 8 doz	
" 4 doz	
" Thuringer, 4 doz	.85

Imported and American Meats and Sausages.

Westphalia Ham, marked weight	per lb.	
Weiner Wurstel, 16 in tin	per doz.	
" 8 in tin	"	
Imported Cervelat Sausage, Rolff's	per lb.	
Imported Frankfurters	per doz.	
Goose Breast, imported, marked weight, per lb.		
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	
" (Diamond S.)	.26	
" (G. A. P.)		
Landjager, short	per lb.	.35
" long	"	
Mortadella, dry	"	
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschwelger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per doz.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardellen	per lb.	.35
Smoked Thuringer Blutwurst	"	
" Pfefferwurst	"	

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4 80
" " quart glass jars	5.75
" " 10-oz. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trips, 5-gal. kegs	2.00
Pigs' Feet, 10-lb. pails	1.05
" 5-gal. kegs	2.25
Russian Sardines	"
" 5-lb. pails	.75
" 10-lb. pails	1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	per keg	
Mixed, standard, bbls		
" ½ bbls		
Milkers, standard, bbls		
" ⅛ bbls		
Scotland—		
Mixed, large, fulls, bbls		
" " ½ bbls		14.50
Milkers, " bbls		
" " ½ bbls		

—12—

Marinirto Herring, Imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		
Spiced Herring, imported, about 40 in pail		
Norway Stockfish, dry	per lb.	.22
Matjes Herring	piece	

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts		.75
" " 4 quarts		1.25
Roll Mops, 4-quart tin		1.30
" 2-quart tin		.75
" quart tin		
Kruger's Roll and Brat Haring, oval tins, doz.		

Russian Sardines.

Imported, Wallkoff brand	per keg	
" 5-lb. pails	per pail	
" 10-lb. pails	"	
Cut Spiced, 10-lb. pails	"	
" 5-gal. keg	per keg	
Russian, in glass jars	per doz.	

Norway Anchovies.

Fancy, keg		
" ½ keg		
" ¼ keg		
" ⅛ keg	per doz.	3.00
Original package	per ⅛ bbl.	
Repacked, 5-lb. pails	per pail	
" 10-lb. pails	"	
" 5-gal. kegs	per keg	
" ½-lb. flat tins	per doz.	
" ½-lb. tall tins	"	
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker	
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per doz.	5.25
" large tumblers	"	
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	
½-lb. tins	"	
¼-lb. tins	"	
⅛-lb. tins	"	

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask	
50-gal. bbls., about 1200	per bbl.	12.00
15-gal. kegs, about 500	per 100	
10-gal. kegs, about 300	"	
5-gal. kegs, about 150	"	
10-lb. pails, about 50	per pail	

Imported Sour Crout.

Magdeburger, 60-65 gal. cask

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	
48-gal. bbls	per bbl.	5.50
10-gal. kegs	per keg	2.00
5-gal. kegs	"	1.15
10-lb. pails	per pail	.55

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	
Spitzkugein	"	

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., per bundle		
Basler Lebkuchen, No. 1, 6 in pkg.,	"	
" No. 2, 6 in pkg.,	"	
" No. 3, 6 in pkg.,	"	
Amandines, 9-lb. tins	per tin	
" small tins	"	

Pickles and Onions in Vinegar.

Mixed Pickles and Chow-chow, 5-gal. keg		2.50
" " 10-gal. keg		4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	
Dried Mushrooms	"	
Juniper Berries	"	.08
St. John's Bread	"	
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans		7.20
Tierces, about 350 lbs		.13
½ bbls., about 180 lbs		.13⅛
Tubs, about 65 lbs		.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs		.16[illegible]
" " choice, new, 35 lbs		.10
Picnics, full cream, fancy, new, 20 lbs		.17
Swiss, domestic, about 30-lb. blocks		.14
" about 70-lb. loaves		
McLaren's, medium, 3 doz	per doz.	1.35
" Club, 3 doz	"	1.00
Red Edam	each	1.65
Philo Cream, 1 doz. 10c. size	per doz.	.95
Elkhorn Pimento, 1 doz	"	1.40

EGGS.

	Per doz.
Nearby, candled and selected, 30 doz	.26
Western, selected	.24
Milken Farm	.28
Awitru, packed in cartons	.26

—13—

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans.....per lb.	.33
Anchovies, in oil, 6 ring bottle.....per doz.	5.25
" " 3 ring bottle. .... "	3.25
Capers, Nonpareil, ½-gal. kegs.....	1.25
" quart, glass.....per doz.	7.50
" bottled, ⅔ size..... "	2.25
" " ½ size..... "	2.00
" " ¼ size..... "	1.20
Canton Ginger, large pots, 6 to case...per case	.....
" medium, 12 to case ... "	.....
" small, 24 to case ..... "	.....
Cherries in Maraschino, glass, 1 doz.. "	7.00
Clam Chowder, Burnham, 4 doz. 1-lb..per doz.	.90
" " 2 doz. 3-lb.. "	2.20
Currie Powder, pints ..... "	3.70
" 4 oz ..... "	2.65
" 2 oz. ..... "	1.65
French Peas, extra fine ....per case	21.00
McCann's Irish Oatmeal—	
2-lb. cans .....per doz.	3.35
5-lb. cans.....per tin	.70
14-lb. cans ..... "	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—	Per lb.
Petit Beurre.....	.30
Dinner.....	.35
Breakfast.....	.35
Red Pepper, ring, pints .....per doz.	1.25
" " ½ pints..... "	.60
Salt, stone jars, 4 doz.....	1.75
Theodore Marquett Mushrooms—	Per case
First choice.....	41.00
Choice, 100 tins.....	39.00
Hotel, 100 tins.....	36.00
Truffles—	Per tin
1/16.....	.20
⅛.....	.35
¼.....	.60
½.....	1.25
Shrimps, pickled, small size.....	1.20
" Dunbar's, 2 doz.....per doz.	2.75
Figs in Cordial, Bishop's, 1 doz..... "	6.50
Crystalized Cinger, 1-lb. tins..... "	4.80
" ½-lb. tins..... "	2.40
Lime Juice, Rose's..... "	5.00
Victor Rose Water..... "	2.25
" Peach Water..... "	2.25
Pitted Olives..... "	5.25
The Franco-American Food Co.—	Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.	1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—	
Per tin, 100 cubes.....	1.70
" 50 cubes.....	.90
Per doz. tins, 12 cubes each	2.75
Ameko Clam Bouillon—	
7-oz. bottles, 1 doz.....	2.00
14-oz. bottles, 1 doz.....	3.75
Ameko Tomato Bouillon—	Per doz.
Pint bottles.....	6.00
Quart bottles	9.00
Gallon jugs.....each	2.75
Liebig's Oxo Cubes—	Per doz.
12 4s, 10c. size.....	.85
12 10s, 25c. size.....	2.00
Cans, 100 cubes.. .....per 100	1.65
Armour's Beef, Clam and Chicken Cubes—	
Small boxes, 12 cubes, 1 doz.....	2.50
Medium boxes, 50 cubes .....per tin	.90
Large boxes, 100 cubes..... "	1.70
Armour's Concentrated Bouillon—	
Jars, size 2, 1 doz.....	3.50
" 4, 1 doz.....	6.75
" 8, 1 doz.....	13.00
" 16, ½ doz.....	25.00
Armour's Tomato Bouillon—	
Bottles, size 4, 1 doz	2.50
" 12, 1 doz	6.50
" 5..... per bottle	3.00
Fancy jugs, size 2.....per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—	Per doz.
Jars, size 2, 1 doz.....	4.45
" 4, 1 doz.....	8.20
" 8, 1 doz.....	15.90
" 16, ½ doz.....	29.75
Armour's Fluid Beef Extract—	
Bottles, size 4, 1 doz.....	5.00
" 8, 1 doz.....	9.00
" 16, ½ doz.....	17.00

FLOUR.

	Per bbl.
Ceresota	6.60
King Midas	7.00
Gold Medal	6.65
Millbourne	6.60
On Top	6.80
Pillsbury's Best.....	6.60
Semper Idem	5.45
Pride of the West.....	5.75
Sunbeam	5.65
Quaker.....	6.15
Blue Seal.....	5.60
Sunny White	6.70
Crocker's Best.....	6.15
Duluth Imperial.....	6.35

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz.....	1.44
2 doz. 28-oz.....	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s.....	1.48
" Flap Jack Flour, 18s.....	1.45
Uncle Jerry Buckwheat, 36 2s.....	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s.....	2.60
" Pancake, 18s.....	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags.....per lb.	.05⅞
New York State Marrows, new, bags about 2½ bushel.....	5.20
Michigan Pea, new, bags about 2½ bushel..	4.42½
Red Kidney, 60 lbs. to bushel	5.40
Peas—	
Green, domestic, bags about 2½ bushel	3.20
Yellow, split, domestic, 1 bushel bags.....	3.20
Lentils—	Per lb.
00000, 2 10-lb. bags.....	.13½
Less quantity	.14

FARINACEOUS GOODS.

	Per 100 lbs.
Corn Meal—	
White Cream Table Meal, 100 lbs.....	2.05
Lea's, yellow, granulated, 100 lbs.....	2.15
" " fine, 100 lbs.....	2.10
Western, yellow, granulated, 100 lbs.....	2.05
" " table, 100 lbs.....	2.00
Farina—	
Hecker's Cream, 18 pkgs.....	.....
Shaker Corn—	
Fancy, bbls.....	.....
Less quantity.....	.....
Hominy—	
Lea's Grits, 24 2s.....per case	1.80
Pearl, 100-lb. bags.... .....per bag	2.30
Grits, 100-lb. bags..... "	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case	.....
Barley—	
No. 2, 100-lb. bags.....	2.75
No. 3, 100-lb. bags.....	2.75
Oatmeal—	
B, bbls.....per bbl.	6.20
B, 100 lbs.....per keg	3.25
Rolled Oats—	
Avena, 180 lbs.....per bbl.	5.75
" 90 lbs .....per keg	3.00
" 90 lbs.....per sack	2.75
Tapioca—	Per lb.
Dromedary, 10c. size, 36 pkgs.....per case	2.60
Instantaneous, 50 1s..... "	4.00
Colburn's Hasty, 36 pkgs.....per doz.	.85
Pearl, fancy, loose.....	.04¾
Flake	.06¼
Minute, 15c. size, 36 pkgs. .....per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small.....	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs.....	1.85
" " 36 pkgs.....	3.60
Washington Crisps, 24 pkgs.....	1.85
Washington Wheat Flakes, 24 pkgs.....	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs.....	2.50
1 doz. large pkgs.....	2.25
2 doz. small pkgs.....	2.70
3 doz. large pkgs.....	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins.....	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size.....	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size.....	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size.....	1.75
Shredded Whole Wheat, 36 pkgs.....	3.60
Cream Wheat, 36 pkgs.....	4.50
Triscuit, 18 pkgs.....	1.80
Wheatena, 36 pkgs.....	4.50
National Oats, 18s, tubes.....	1.45
Malt Breakfast Food, 36 2-lb. pkgs.....	4.50
" " 18 2-lb. pkgs.....	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs.....	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs.....	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s.....	4.60
" " no china. 20s.....	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s.....	2.85
Old Fashion Scotch Brand Oatmeal, 24s...	2.85
Mother's Oats, regular, 36s.....	2.90
" large, reg. asst., 20s.....	4.60
" " no china, 20s.....	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s..	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s.....	1.80
" Cornmeal, large, yellow, square, 10s.....	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s.....	2.75
Pettijohn's Breakfast Food, 18s.....	2.12½
Quaker F. S. Farina, 24s.....	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s.....	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s.....	2.00
Corn Puffs, 36s.....	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes.....	2.10

—15—

Sundries—	
Pettijohn's Bran Flour, 12s.....	3.80
Quaker Breakfast Biscuit, 24s.....	2.70
Appetizo, 24s.....	2.90
Quaker Whole Wheat Flour, 10s.....	2.15
Schumacker XXX Graham, 10 10s-20 5s..	3.25
Scotch Brand Pearl Barley, 24s.....	1.70
Holland Rusk—	
18 pkgs.....	1.40
36 pkgs.....	2.80
144 pkgs., individual.....	3.60
Freihofer's Bread Crumbs, 1 lb	.06
" Unsweetened Zwiebach.....	.08⅓

GELATINE AND PREPARED DESSERTS.

Chalmer's Granulated Gelatine, 15c. size—	
Per doz	1.25
Per gross, with 1 doz. free.....	15.00
Chalmer's Shredded Gelatine, 10c. size—	
Per doz.....	1.00
5 gross lots, with 3 doz. free.....	60.00
	Per doz.
Knox Plain Sparkling Gelatine, 2 qt.....	1.20
" Acidulated Gelatine, lemon flavor, 2 qt.	1.20
Cox's, instant, powdered—	
Large	1.45
Small.....	.90
Large.....per gross	17.25
Small..... "	10.80
Plymouth Rock, pink or white	1.17½
Nelson's, large.....	1.50
Bromangelon, assorted, 3 doz.....	.87½
Jellycon, assorted flavors, 2 doz.....	.85
Mother's, small, 1 doz.....	.48
" large, 1 doz.....	.88
Cooper's, 1 doz	.88
Tryphosa.....	.87½
Puddine, assorted, 2 doz.....per case	1.60
Minute Gelatine, 15c. size, 36 pkgs....per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira. .....per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c. .....per doz.	.90

Assorted Case,		Contains 3 dozen.....$2.70
Lemon	(Straight)	Contains 3 dozen.....$2.70
Orange	(Straight)	Contains 3 dozen.....$2.70
Raspberry	(Straight)	Contains 3 dozen.....$2.70
Strawberry	(Straight)	Contains 3 dozen.....$2.70
Cherry	(Straight)	Contains 3 dozen.....$2.70
Chocolate	(Straight)	Contains 3 dozen.....$2.70
Peach	(Straight)	Contains 3 dozen.....$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,		Contains 3 dozen.....$2.70
Chocolate	(Straight)	Contains 3 dozen..... 2.70
Vanilla	(Straight)	Contains 3 dozen..... 2.70
Strawberry	(Straight)	Contains 3 dozen..... 2.70
Lemon	(Straight)	Contains 3 dozen..... 2.70
Unflavored	(Straight)	Contains 3 dozen..... 2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—	
Brad's Tip-Top, 24 10-oz. pkgs.....	.90
" 50 10-oz. pkgs.....	1.75
" 100 10-oz. pkgs.....	3.25
" 24 20-oz. pkgs.....	1.75
" 48 20-oz. pkgs.....	3.25
Brad's "I-X-L," 40 16-oz. pkgs.....	2.25
White Rice, shelled, sacks about 150 lbs.....04-.04½	
The Albert Dickinson Co.—	
Snow Ball, 40 1-lb. pkgs.....	2.00
Santa Claus, 100 10-oz. pkgs	2.75
" 50 10-oz. pkgs	1.45
Yankee, 100 12-oz. pkgs.....	3.00
" 50 12-oz. pkgs.....	1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s.....	.....
Short, 25 1s.....	.....
Coudes or Elbows, 24 1s.....	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s.....	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz.....	.90
" " 11 oz., 2 doz.....	1.35

—16—

	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s.....	.10
Straight Macaroni, 36 1s.....	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s.....	.10
Elbow Spaghetti, 36 1s.....	.10
All styles, 10c.....	.07½
Noodles, ½ lb., 24s.....	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s.....	.07¾
Spaghetti, 25 1s.....	.07¾
Vermicelli, 25 1s.....	.07¾

Choicest Grades.

Macaroni, long, 25 1s.....	.07
Elbows, 25 lbs.....	.07
Spaghetti, 25 1s.....	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	31.00	16.10	8.25	1.80
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med. Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Spring Irish	325-375	21.00	11.10	5.75	1.30
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits.....	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits.....	7.00	4.10	.....	.....	.....
Shore, round, large.....	.....	.....	.....	.....	.....
" medium..	.....	.....	.....	.....	.....
Ocean Whiting Fish....	.....	.....	.....	.....	.....
Salmon, large, red.....	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white...	.....	.....	.....	.....	.....
Shad, Mess.....	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz.....	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz.....	2.25
Dime tumblers, 2 doz.....	.90
Bulk, 15 lbs .....per lb.	.18

Thredded Cod.

Gilt Edge, 24 pkgs	.85
Highland Beauty, 20-lb. boxes.....per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs.....	.10½
Gilt Edge, 40 lbs.....	.07½
Favorite, Middles, 60 lbs.....	.16

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs.....	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs.....	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz.....	1.35
" small size, 2 doz.....	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz.....	1.35

Loose Codfish.

Bank Cod, large.....	.09½
" medium.....	.09
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring.....per box	.13
Boneless Herring, 10-lb. boxes .....per lb.	.13
Smoked Salmon, whole fish..... "	.30
Smoked Bloaters, 50s .....per box	.....

FRESH FISH.

	Per lb.	
Halibut.....		-.15
Bass Native		-.15
Salmon, fresh.....		-.20
Eastern Cod		-.12
Croakers		-.05
Large Hake		-.07
Haddock		-.08
White Cat Fish.....		-.15
Red Cat Fish.....		-.12
Spanish Mackerel.....		-.12
Snappers		-.11
Eels		-.10
Rock Fish.....	.12	-.14
Lobsters.....		-.26
Flounders		-.08
Large White Perch		.....
Sea Bass		-.08
Blue Fish.....		-.18
Porgies.....		- 05
Fresh Mackerel.....each		-.30
King Fish		-.10
Weak Fish	.05	-.06
Butter Fish.....		-.04
Tile		.....
Shad, Roe.....each		.....
" Buck ..... "		.....

Steak Fish ½c. per lb. additional.

—17—

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway.....bbls.		5.50
" .....boxes		5.75

CLAMS.

Pickert's, cans, No. 1.....per doz.		1.00
" " No. 2..... "		1.45
Clams .....per M	7.50	- 9.50
Necks ..... "	5 00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size.....per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.03
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs.....per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	.....
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	.....

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs .....per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	.....
Poppy brand, California, 12 pkgs.....per box	.....

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25-lb. boxes—	
40– 50	.09½
50– 60	.08¼
60– 70	.07¾

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs	.....
Clusters, Imported—	Per box
Extra Desserts, 22 pkgs	3.80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.03¾
Valencias—	
Rogers, Imported Ondara Layers, 28 lbs.	.....
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs.	.09
Owl, fancy, 36 pkgs	.08⅝
Sun-Maid, 36s	.09
Seedless—	
Not-a-Seed, 36 pkgs	.12
Valca, Thompson, 24 pkgs	.12

COCOANUT.

	Per case
Dromedary—	
4[illegible] ¼ lb. pkgs	3.25
24 ½-lb. pkgs	3.00
12 1-lb pkgs	2.75
48 [illegible]-lb pkgs	1.80
24 ½-lb. pkgs	1.75
12 [illegible]-lb. pkgs	1.65
Durham's—	Per lb
¼ lb. pkgs , 15 lbs	.26
½ and ½ lb. pkgs , 15 lbs	.27½
Baker's Premium—	Per case
120 5c. pkgs	4 40
60 10c pkgs	2.20
30 10c. pkgs	2 10

—18—

HORSERADISH.

	Per doz
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32 ..per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz.....per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid.....per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes .....5 doz.			3.00
Cold Blast .....5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain .....per doz.		.75	.85
" dec., ... "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.55	.65	.75

No charge for packages.

Oil Cans—	Per doz.
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

Banner Lye—	Per case
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent after-glow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4 90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

None Such—	Per case
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.10¼
Wooden pails, 20, 40 and 68 lbs	.10¼
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20, 40 and 68 lbs	.09½
Condensed, cartons .....3 doz. to case	2.85
" .....6½ doz. to case	5.70
Extra Family—	
Barrels, halves and quarters	.14¼
Wooden kits, 20, 40 and 68 lbs	.14¼
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2 40
3-lb. pails, 1 doz	4 20

—19—

Veribest, Moist—	Per case
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½
Charge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.	
Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	.....

OLIVES.

Extra Queen—	Per doz.
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

Finest Sublime Lucca Olive Oil—	Per case
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00
Beech Nut—	Per doz.
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80
Pompeian Olive Oil—	Per gal.
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2 90
¼ " 4 tins	3 00
⅛ " 8 tins	3 10
[illegible] " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles.....per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

Mazola—	Per doz.
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans.....per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¼-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

McLaren's—	Per doz.
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz. jars, 1 doz	2.35
" 10-07. jars, 1 doz	1.90
" 6⅞-oz. jars, 2 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	.....
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅝
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel.....100 cartons	4.00

PICKLES.

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.00
10-gal. keg, 2200s	12.75
5-gal. pail, 1100s	6.50
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal. keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.25
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08¼
Fermented, 45 grain	.....
" 40 grain	.....
Crulkshank, distilled, white.....per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.22¾
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.28¼
" Beef, knuckles	.....
Empire Brand Hams, 10–12 lbs	.18½
" Skinned Hams, 18–20 lbs	.20¾
" Picnic Shoulders	.14¾
Hams, skinback, 18–20 lbs	.20
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.14½
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	25.00
Jersey Pork, butt.....per bbl.	24.00
" family "	27.50
Breakfast Bacon, rib in	.19
" boneless	.20
S. P. Bellies, 14 lbs. average	.16½
Bologna, 25-lb. boxes	.....
Boiled Boneless Ham	.33
Beef Tongues, smoked, 5–6 lbs.....per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	.....

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

Vogt, Philadelphia, Liberty brand—	Per case
2 doz. 26-oz. cans	3.60
3 doz. 12-oz. cans	2.70

LARD AND COMPOUNDS.

Armour's Simon Pure Leaf Lard—	Per case
Small	.....
Medium	.....
Large	.....
Swift's—	
Premium Pure Leaf Lard, kettle rendered	.....
Silver Leaf Brand Lard, kettle rendered	.14¼
Jewel, compound	.12⅝
Cotosuet	.12½

—21—

ity Pure Lard—		
Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	9.30
No. 5 tins	12 in crate	9.37
No. 3 tins	20 in crate	9.45
ompound—		Per lb.
Tierces and tubs, about 340 lbs		.12½
60-lb. tubs		.12⅝
10-lb. tin pails, 60 lbs		.09⅜
5-lb. " 60 lbs		.09¾
3-lb. " 60 lbs		.09⅞

DRESSED MEATS.

ity Dressed Stock—	Per lb.
Steers	.11 -.15
Heifers	.10½-.14
Cows	.08 -.12
Veal Calves	.13 -.15
Extra Calves	.17
Southerns and Barnyards	.10 -.12
Country Dressed	.12 -.14
Extras	-.15
Sheep	.14 -.15
Extra Wethers	-.16
Lambs	.16 -.18
Extra Lambs	-.20
Hogs	-.14¼

BUTCHERS' SUNDRIES.

resh Steer Tongues	each	-.80
ow Tongues		-.60
alf Heads, scalded	.50	-.75
weetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
alf Livers	"	.25 -.30
eef Kidneys	per doz.	1.25
eef Livers		.10
xtails	per doz.	1.20
earts, beef	per lb.	.05
olls, beef		16.00
enderloin, beef, western		.22
resh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

urkeys—	Per lb.
Frozen, Young hens and toms	.35 -.40
" Old toms	.33 -.35
" Common to good	.22 -.28
Fresh killed	.30 -.32
roilers—	
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40 -.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40 -.43
Frozen, 3 to 4 lbs. per pair	.35 -.38
oasting Chicks—	
Frozen, 4 to 5 lbs. each	.27 -.30
" 3 to 3½ lbs. each	.27 -.29
owls—	
Fresh killed, 4 to 5 lbs. each	.23 -.24
" 3 to 3½ lbs. each	.21 -.22
ld cocks	.16 -.17
ong Island Ducks, fresh killed	.21 -.24
uabs—	Per doz.
Prime, fancy, large	5.00 -5.50
Mixed	3.00 -4 00
Small and dark	2.00 -3.00

LIVE POULTRY.

pring Chicks—	Per lb.
1½ to 2 lbs. each	.33 -.35
Large	.30 -.32
owls	.22 -.24
ld cocks	.14 -.16
ucks—	
Young	.17 -.18
Old	.14 -.15
urkeys	.24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

ellies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.15
reserves—	Per lb.
Schimmel's pure, 12-oz. jars, 2 doz.	per doz. 1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
ams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
range Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60
ruit Butters—	Per doz
Apple, Southwark, 30 lbs.	per pail 1.27½
" " full 5-lb. slip cover tins, ½ doz.	per case 1.67½
" Schimmel's, 30-lb. pails	per lb. .07
" " 3-lb. slip cover tins. 1 doz	per doz. 2.75
" " 2½-lb. stone jars, cloth top, ½ doz.	per doz. 3.00
" " 40-oz. stone crock, glass top, ½ doz.	per doz 3.25
" Mother Cook's, No. 14, 2 doz.	doz. .85
Peach, 30-lb. pails	per lb. .07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	....	....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz.	per doz.	4.00
Bath Brick, 25 in box	per box	.60
Sealing Wax	"	.03
Silver Sand	per bbl.	1.20
Tar, pts	per doz.	.....
" qts	"	.....
" gals	each	.....
" ½ bbls	"	.....
" bbls	"	.....

McCormick & Co—		
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums	per case	4.50
U. S. Nerve and Bone Liniment, 25c. size		2.25
McCord's Magic Medicine, 25c. size		2.00
" " 50c. size		4.00
McCormick's Tasteless Chill Tonic, 25c. size		2.00
" " 50c. size		4.00
Reliable Brand Headache Powders, 10c. size		.80
Borax, 20-Mule Team—		
48 1-lb. cartons		4.80
72 10-oz. cartons		4.80
96 ¼-lb. cartons		3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry... No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons each	5.00
" gallons each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases	per gross 10.80
Nos. 2 and 4, assorted cases	" 11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole head rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—	
Barrels, contain 280 lbs	2.65
" 60 5-lb. bags	4.00
" 22 14-lb. bags	3.75
" 30 10-lb. bags	3.75
" 115 2½-lb. bags	4.00
Irish Linen, 250-lb. bags	2.60
" 56-lb. bags	.65
" 28-lb. bags	.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list	3.00
Pretzel, 280-lb. bbls.	2.50
" 180-lb. sacks	1.55
Packing, 70-lb. cotton bags	.45
" 140-lb. cotton bags	.80
New Ivory, 24 large cartons to case	1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz	per doz. .90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.,	per case	1.15

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs.	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer.	2 doz. 2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30 00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz.		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Orona Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Alumishine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s	per gross 9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	...	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co	60	5ct.	2.40
" Goldeu	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy.	100	5ct.	3.40
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Klrk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Contl, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c	3.75
" " 50 5c	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirkoline, Kirk's, 24 4s	3.80

—26—

Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04⅛
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4.80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7 50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—	
Rosenstein, 24 lbs, per lb.	.06⅞
Weikel's, 24 pkgs, per doz.	.90
Bird Gravel—	
Red, 36 pkgs, per doz.	.95
Silver, 36 pkgs, "	.95
Bath Brick, 24 bricks, per box	1.00
Toothpicks, Eureka, 100 boxes, per case	1.80
" Saginaw, 3 doz, per doz.	.38
David's Liquid Glue "	.90
" Mucilage "	.75
" Cone General Mucilage, 2 oz., 1 doz "	.40
Le Page's Glue, bottle "	.75
" tube "	.75
Royal Glue, 3 doz "	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz, per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4.50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb,	2.00
" 12 5 lb	2.35
" 6 10 lb	2.25
Crystal white, 48 1½ lb	3.70
" 24 1½ lb	1.95
" 24 2 lb	2.35
" 24 2½ lb	2.75
" 12 5 lb	2.70
" 6 10 lb	2.60
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per doz
No. 100, Northern Queen, Protector	.....
No. 101, Tidal Wave	.....
No. 123, Seal Globe	.....
No. 126, Ruby	.....
Double Zinc—	
No. 56, Red Cross Swing, Protector	.....
No. 80, Double Seal Globe, Protector	.....
No. 85, Double Stag, Wide Head	.....
No. 687, Double Leader Swing, Protector	.....

Buckets.

	Per doz
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	.....
" 12 qt	.....
Indurated Fibre	.....

Butter Dishes.

Wire ends, 1 lb, per 1000	1.30
" 2 lb. "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per doz
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per doz.
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per doz.
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz.
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	.....
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz.
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb.
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71½
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gross
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ⅙ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz. pkgs, per box	.58
Yeast Foam, 1½ doz, "	.58

MODERN MERCHANT AND GROCERY WORLD

ESTABLISHED 1885

VOL. LXI. PHILADELPHIA, June 26, 1916. No. 26

There is as much money in the grocery business as there ever was. It may be a little harder to get out, but it is there; other people are getting it. If you can't find it you are wasting your time—better go into another business where you can find it.

The Contributor Who Thinks Grocers Should Push Bread, for the Money In It, Has Another Article in This Issue.

Apropos of a Recent Article in the Legal Department on Competitors Who Steal Your Selling Ideas, a Contributor Tells How He Thinks Such a Practice Could be Prevented.

Sugar Refining Co. Brings Interesting Suit to Keep Department Store From Selling Beet Granulated as H. & E. Cane Sugar.

NEW DEAL **Deal No. 1601** *MORE PROFIT*

Snow Boy Washing Powder 24s, Family Size

through the jobber—to Retail Grocers

25 boxes	@ $3.05	—5 boxes FREE, Net	$2.54
10 boxes	@ 3.05	—2 boxes FREE, Net	2.54
5 boxes	@ 3.10	—1 box FREE, Net	2.58
2½ boxes	@ 3.20	—½ box FREE, Net	2.66

F. O. B. Buffalo. Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Yours very truly,

BUFFALO, N. Y., January 3, 1916. **LAUTZ BROS. & CO.**

You Keep in Stock What You Believe Your Customers Want

Have you noticed that most of their repeat orders are for advertised goods? It is because advertising gives consumers a confidence in quality products, and educates the public in the selection of pure, wholesome, body-building foods.

And when you try to increase your business by adding new items to your stock, your customers will more readily accept what they have read about in the magazines or seen advertised elsewhere.

Our advertising has built up confidence in Heinz Pure Food Products—that is why you can make a quick turn-over of the money invested in Heinz Products, and why you should introduce additional Varieties to your customers.

H. J. HEINZ COMPANY

57 Varieties

Say to Your Customers

USE

HIRES

GOLD MILK

And Save Money on your Milk Bills

Mr. Grocer:—Why not be a milkman, too? You can be the biggest milkman in your neighborhood if you tell your customers to add two cans of cold water to one tall can of HIRES GOLD MILK, and then use on the table for drinking and in the kitchen for cooking.

EVERY CAN GUARANTEED BY

Hires Condensed Milk Company

10 Chestnut Street, Philadelphia, Pa.

I Can't Talk

to you personally, but our coupon books can. Have us send you samples of our

Indexed Coupon Books

and let them tell you how to save losses—disputes—bookkeeping—control credit accounts—bring the cash—prevent forgotten charges, etc. Inexpensive—F. O. B. destination—all sizes.

WE HAVE SOLD MILLIONS OF THEM

SAMPLES FREE

J. P. FORBES, Forbes Building, **Coshocton, Ohio**

A Good Idea

If you think you are obliged to sell some unprofitable wheat cereal, see what **Wheatena** can do for you instead. No retailers ever claimed **Wheatena** was unprofitable.

Wheatena is really the only distinctive wheat cereal on the market. It is the hearts of selected wheat, sterilized and prepared by us.

The Wheatena Co., Rahway, N. J.

Member of the American Specialty Manufacturers' Association

Modern Merchant

AND

Grocery World

Published every Monday.

Circulates in every State of the Union and Canada.

Entered at the Philadelphia Post Office as Second-class Matter.

VOL. LXI. PHILADELPHIA, June 26, 1916. No. 26.

Modern Merchant and Grocery World

PUBLISHED WEEKLY BY THE

GROCERY WORLD PUBLICATION CO.

AT

927 Arch Street, Philadelphia.

TELEPHONES:

Bell { Filbert 3286 / Filbert 3287 Keystone, Race 746

Private Exchange.

All Checks and Drafts payable to the Grocery World Publication Co.

An independent journal published exclusively in the interests of modern merchants of all classes.

ELTON J. BUCKLEY, Editor.

DAVID EZEKIEL, Advertising Manager.

Subscription Rates, Including Postage, Payable in Advance:

PER YEAR

To United States and Mexico	$3.00
To Canada	3.50
To Great Britain and Continent of Europe and Asia	4.50
Single Copies	.10

Contents.

	PAGE
Store Selling Beet Sugar for "H. & E." Made Defendant in a Suit of American Refining Co.	4
More from the Man Who Thinks Grocers Ought to Push Bread	4
How to Keep a Competitor from Stealing Your Ideas	5
Edtorial Two Proofs That Retailers Are Prosperous. What Do You Think of This? Food Adulterators.	6
Has the Retail Grocer Any Answer to This?	6
These Producers Are Selling Food Products to Consumers Direct	7
The Week's One-Time Ads	8
The New York Letter	10
Among the Trade	10
The Grocery Markets	12
Individual Market Reports	12
Pennsylvania Organization Notes	13
Correspondence	14
"The Stroller's" Column (Contributed) A Lesson in Buying from Me.	16
Selling Talks with Clerks	16
Legal Department No. 369.—Helping Somebody to Forge Your Check.	18
Weekly Window Display Suggestions	18
Association News	20
The Science of Advertising	20
Subscribers' Bargain List	22
Want Department	23
"Modern Merchant and Grocery World" Prices-Current	24

Index to Advertisements.

	PAGE
Advertising World, The	22
American Specialty Manufacturers' Association	21
Buckley, Elton J.	4
Burk, Louis	17
Chase-O Manufacturing Co.	22
Clicquot Club Co.	15
Clipper Lawn Mower Co.	22
Crescent Manufacturing Co.	13
Dayton Moneyweight Scale Co.	22
Fels & Co.	14
Ferris & Co., F. A.	11
Fleischmann's Yeast	13
Forbes, J. P.	Cover 2
Genesee Pure Food Co.	19
Hamilton Corporation, The	5
Heinz Co., H. J.	Cover 2
Hires Condensed Milk Co.	Cover 2
Howe Scale Co.	17
Indexed Coupon Books	Cover 2
Lautz Bros. Co.	Cover 2
Mapleine	13
Manufacturers' Representatives (Association of)	21
McCahan Sugar Ref. Co., The W. J.,	Cover 3
Moxley, Wm. J.	Cover 4
Nationally Advertised Products	9
National Biscuit Co.	13
Philadelphia Electric Co.	23
Reed Mfg. Co., Evan L.	9
Sauer Co., The C. F.	19
Shinn & Kirk	Cover 4
Sperry & Hutchinson	5
Tanglefoot	Cover 4
Troemner, Henry	Cover 3
Vogt & Sons, F. G.	9
Wells & Richardson	7
Wheatena Co., The	Cover 2
Where to Get Premium Goods	15
Wilkinson's Sons, C.	23

Written for the "Modern Merchant and Grocery World."

More From the Man Who Thinks Grocers Ought to Push Bread

Readers Hereof Will Remember Recent Articles From the Same Source. A Strong Argument That Grocers Can Make Money Pushing Bread, Both Directly and Indirectly.

I want to discuss the house-to-house retail bread business and try and make you realize just what it means to you to have the retail baker's bread wagon take this valuable business away from your store.

Bread is one of the most, if not the most, profitable line you handle. The quick turn-over—312 times a year—makes bread a source of profit far beyond any other line you carry in stock. Only milk and cream can compare with it as a profit producer.

When the baker who runs a retail wagon selling direct to the consumer comes along and supplies your customers with bread, he not only takes away from you this very desirable and necessary profit, but he also breaks the daily contact that you have with that particular customer. He takes away from you and your clerks the opportunities the sale of bread affords you to sell other goods.

Now don't overlook the importance of this, for, regardless of what your opinion may be, the opportunity is there, and it is up to you to take advantage of it or neglect it as you may see fit.

The retail bread wagon and the retail baker is a direct menace to you, and you, as a successful merchant, should fight them both with every ounce of energy you possess. The retail bread wagon is not only taking from you your customer's bread business, but in many instances he is also taking her from you as a grocery customer. This very thing has happened already in several cities of the country where the growth of the large retail bread wagon bakers has also developed the growth of the big down town cut price grocery store, and the only explanation that can be made is the fact that the purchase of bread from the wagon made the daily call upon the neighborhood grocer unnecessary, and in consequence a certain number of customers drifted away from the neighborhood store and turned the bulk of their trade to the down town store. When they were buying their bread from your store you and your clerks could sell them the other groceries they wanted in small quantities daily, but when the retail wagon took their bread business it was no longer necessary for them to visit your store daily and it was easy for them to buy in larger quantities from the down town store once or twice a week.

In some of the investigations of conditions surrounding the grocery business that I have carried on in various parts of the country, I have been surprised to find that some grocers are so short sighted that they sell over their counters some of the brands of bread that are sold by the retail baker direct to the housewife from their wagons, thereby assisting this baker to establish a retail bread business to the direct injury and great detriment of the best interests of the retail grocer. It seems almost incredible that any grocer should do this, for at no point in the game are the interests of the retail grocer and the retail baker the same. Quite the contrary—the retail baker is a most serious competitor of yours—far more serious than any of your brother grocers, and one to be fought with every weapon at your command.

Only the wholesale baker—whose business is exclusively wholesale—is interested with you in developing a bread business for the grocer. His interests and yours are identical. His bread can only be sold over your counter. You alone profit by the business his advertising creates. And you—as a good business man—should work with him "tooth and nail" to the end that the bread business may continue in the hands of the retail grocer.

Foster the bread business in every possible way. Just give it half a chance. It's the goose that lays your golden egg. Take your bread case out of that dark corner, or away from the back end of your store and place it in the best location you have up front where all your customers can see it. Keep the case clean and the stock attractively displayed. Make bread—good bread—a leader, and you will certainly find it the most wonderful profit yielder and trade getter any merchant can have in his store. Sell only the best bread you can buy. Be sure of the high quality of the bread you sell just as you try to be sure of the quality of your other goods. Get out of your head the idea that bread is bread and that any old bread is good enough. There is a vast difference in bread quality just as there is a difference in the quality of every other article of food. Go on the principle that the best is none too good for your customers, and you will be surprised to find what a wonderful bread business you can build up.

S. W. T.

Chicago, Ill,

June 21, 1916.

Store Selling Beet Sugar or "H. & E." Made Defendant in Suit of American Sugar Refining Co.

Charge is That the Boston Store of Chicago Sold Beet Granulated Out of a Bin Labelled "H. & E." Sugar. Sugar Company Says Name "H. & E." is Their Trade-mark and Only Their Sugar Can be Sold Under It.

A unique and interesting lawsuit has just been started in Chicago, the American Sugar Refining Co. being the plaintiff and the Boston department store, the defendant. The cause of suit is that the Boston store, according to the refining company's statement, sold as H. & E. sugar, a product that had no right to bear that trade-mark.

The American Sugar Refining Co. is one of the older sugar refining concerns, and has long owned a trade name, originated in the early days of the industry, known as "Havemeyer & Elder," which is used in connection with the initials "H. & E." The names Havemeyer and Elder were the names of two early partners in the sugar refining business. Sugar was packed by the American Co. in 100-pound bags, also in 2, 3½, 5, 10, 25, 33⅓, 40, and 50-pound cartons and packages. On all these containers the name "Havemeyer & Elder" and the initials "H. & E." have been stamped. The initials have also been registered as a trade-mark.

In their suit the American Co. say that all the sugar packed under the above names is made from cane and not from beet.

The accusation against the Boston store is as follows:—

1. Your orator further shows unto your Honors that the defendant in this case, the Boston Store, is now at their store in the city of Chicago, and as your orator is informed and believes, has for some time past, been fraudulently selling a white granulated sugar and other sugars not made by your orator or with your orator's consent, under your orator's said trade names, "Havemeyers & Elder" and said mark "H & E"; that in aid of said fraud said defendant has a housing or bin for containing sugar, continually in sight of the purchasing public, with your orator's trade-mark "H & E" prominently printed upon or displayed therewith and in full and continual sight of the purchasing public, and that when the purchasing public desires to purchase your orator's sugar and ask for or order your orator's sugar, under your orator's trade names "Havemeyers & Elder" or trade-mark "H & E," such sugar is furnished then and measured out and weighed from the housing or bin with your orator's trade-mark "H & E" affixed thereto. Your orator averring that said sugar so sold and given under your orator's trade-mark "H & E" or trade names "Havemeyers & Elder" is not the sugar of your orator, and for the most part is not cane sugar, but is sugar, as your orator is informed and believes, that is made from beets and by one or more of your orator's competitors.

The Boston store is also accused of having advertised "H. & E." sugar at 20 pounds for $1.23, when bought with a $2 order for goods other than flour, soap, peas or but-

ELTON J. BUCKLEY
Editor "Modern Merchant and Grocery World"
Attorney and Counselor at Law
643-648 Land Title Building
Philadelphia, Pa.
Telephones { Bell, Spruce 2608-2609
Keystone, Race 746

terine. The company says this was not H. & E. sugar at all.

The Refining Company asks for an injunction against the store and an accounting of all profits made from the unlawful use of its trade-mark.

The "Modern Merchant and Grocery World" has obtained the following statement from the American Sugar Refining Co. regarding this suit:—

> In asking for an injunction to protect the trade name of refined cane sugar, the American Sugar Refining Co. is taking the first step to effectually check trade-mark and substitution abuses in the case of its product.
>
> The present proceeding is in the form of a bill in equity, filed in the Federal District Court at Chicago, against the Boston Store of that city. The case is based upon alleged improper use of the "Havemeyers and Elder" trade name and the famous trade-mark "H & E."
>
> According to the allegations in the bill, the Boston Store made use of this trade-mark for advertising purposes and, it is claimed, delivered granulated sugar other than that manufactured by the American Sugar Refining Co. It is also claimed that the sugar was beet sugar, and came out of a bin labeled "H & E."
>
> This is the first case ever brought before the courts of this country to protect a sugar trade-mark. The "H & E" sugar has a wide demand and a great popularity with the consumer, yet the refiner heretofore has done nothing to prevent substitution or false branding. One of the reasons for this is that sugar has been merchandised largely in bulk form, which has made it very difficult for the refiners to protect their good will.
>
> It is the purpose of the American Sugar Refining Co. in the case now pending in the Northern District of Illinois, not only to protect the trade-mark involved, but to prevent future abuses of such trade-marks.

Written for the "Modern Merchant and Grocery World."

How to Keep a Competitor From Stealing Your Selling Ideas

A Commercial Man Discusses, From a Practical Standpoint, the Question Recently Discussed in This Paper From a Legal Standpoint.

[The following contribution is inspired by the article published recently in the "Legal Department" on "When Your Competitor Steals Your Selling Ideas." It told and discussed the case of a retailer whose advertising, window displays and general store methods were being copied by a competitor in another section of his town.—Ed.]

The writer was deeply interested in the article on page 18 of the June 12th issue of "Modern Merchant and Grocery World." This related, you will recall, to the letter from a Cincinnati firm concerning the appropriation of their window trimming, sales literature, etc., ideas by a competitor.

Surely the action of that competitor is despicable, according to all acknowledged business usage, though I agree with you that the case hardly seems to come within the laws mentioned. But there is a law that I believe will dispose of it—the law of fairness in the average person's mind.

Not knowing the details of the trade area or trade class of the two stores, it is impossible to name a definite procedure, but assuming that the competitor's appeal is within a restricted radius, and that there are customers or prospective customers of W. & Co., the firm in question, in that area, the latter concern might mail a circular to the people concerned, stating politely—without anger or sarcasm—the facts of the case, and back up their statements by reproducing (with dates) the original and the stolen window trims, advertisements, folders, etc.

The apparent progressiveness of the W. & Co. should enable them to arrange a forceful piece of literature, even to turning the saying, "Imitation is the sincerest flattery" to their own advantage. There could also be included the listing, with prices, etc., of a few "specials" of whatever goods they sell, with the usual invitation to call at their (W. & Co.'s) store.

It seems to me that fair-minded people (and most are primarily so), would sooner or later show their contempt of the guilty one and favor the store that is live enough to be an originator.

Whatever use you may make of this letter, be so good as to keep its source confidential, both as to author and connections.

A. C. W.

Columbus, Ohio,
June 22, 1916.

Look Around and Draw Your Own Conclusions!

THE old saying that, "seeing is believing," is a mighty safe one to follow; for results are what count in your business.

¶ It will pay you to drop in at some store which is making a practical and consistent use of the "Sperry" Service and learn the various ways in which it attracts and holds desirable trade.

¶ You will probably learn a mighty interesting lesson in human nature. You will learn that, to the customer, S. H. Green Stamps have a very definite and important value.

¶ You will learn just why the store holds its trade and supplies ALL the customer's wants that it carries in stock.

¶ You will learn that it converts "credit business" into "cash sales" and, which is most important, the Dealer will tell you that the increased and regular business produced by the "Sperry" Service makes it the best kind of economy to use it.

¶ Look around and then ask us to send you facts and figures from which to draw your own conclusions.

THE SPERRY & HUTCHINSON CO.
THE HAMILTON CORPORATION

GEORGE B. CALDWELL, President

2 West 45th St. NEW YORK CITY

Address Dept. "H" Service

WITH THE EDITOR

Many people deny that any considerable degree of the prosperity which undoubtedly exists has reached the retail grocer. Here and there you will find grocers who say this.

Two Proofs That Retailers Are Prosperous.

Computing scales are almost all sold on installment contracts containing a confession of judgment in case of default. Suits growing out of these contracts are constantly being brought especially in the large cities. A Philadelphia lawyer who represents a large scale manufacturer told me during the week that he had not had over six or eight suits since the first of the year. Ordinarily he would not have been surprised to have fifty. This means either one of two things: that the scale companies are selling fewer scales, or that buyers are better able to keep up their payments. The former is not the case. The scale business is good. Therefore retailers, especially retail grocers, must be having more money than they formerly had.

Still another straw is showing that the wind is blowing in the retailer's direction no matter what the croakers say. A bank notary whose business is ordinarily large and prosperous, is literally in a bad way because no notes are going to protest. Less money is being borrowed in the first place, and that which is being borrowed is being repaid when due. This man tells me that he is getting almost no notes to protest from the average-sized business man.

What does this mean but that retail merchants are in better circumstances?

The Commercial Credit Company, a Baltimore concern whose business is to advance money to merchants and manufacturers on their customers' open accounts, is offering its stock for sale to the public, and in doing so is revealing surprising things about its business.

What Do You Think of This?

The company's whole business scheme is told in the following extract from its prospectus:—

> This company buys open commercial accounts receivable only from responsible manufacturers and jobbers, paying about 80 per cent. of the face value upon receipt of documents, the final payment of 20 per cent. being withheld and paid only as and when each account is collected. The company has been very successful from its inception, having established an annual volume of over $30,000,000 within four years, three-fourths of which comes from such firms rated $35,000 to $1,000,000.

In other words the concern will go to John Jones & Co., who have a bill against William Smith of $100 due 30 days hence, and advance $80 on it at once. When the bill is paid in due course, the Credit Co. gets its 80 per cent. plus a charge for the accommodation, and Jones & Co. get the balance. It is simply borrowing money on claims owed but not due.

Did you notice that the company is doing a yearly business of over $30,000,000, and that it has only been established four years? Moreover, the net earnings, according to the prospectus, have been more than four times the sum needed to pay preferred stock dividends, which are at the rate of 7 per cent. The common stock pays 10 per cent. and earns 25.

My purpose is to show what a remarkable business has been built up in a short time in merely lending ready money to business men. It means one of two things, or a combination of the two: either a large number of business houses are doing business on far too little capital; or they are granting far too long credits. Only one of these reasons, or both of them together, can explain why business men have found it advantageous to sell *Thirty Million Dollars' worth* of their running accounts in one year, and to pay a high price for the privilege.

Is there any remedy? Very probably the concerns who sell their accounts in this way don't want a remedy. When they don't have to wait for their money, they can even grant their customers longer credits, and that always makes a hit with the trade. Doesn't that reduce profits? It does, but it is easier to work the broker's charge into the price of goods than to curtail the credits or increase the working capital.

Has the Retail Grocer Any Answer to This?

On June 12, 1916, more than two weeks ago, this paper addressed to the Joseph Campbell Co., Camden, N. J., the letter which appears below:—

> The Joseph Campbell Co., June 12, 1916.
> Camden, N. J.
>
> Gentlemen:—A representative of this paper was struck one day last week while passing through a country town in which the Great Atlantic and Pacific Tea Co. has a store, to see in its window a sign advertising Campbell's Soups at 8 cents. As to this price, which, as you know, is below the ordinary retailer's cost, one of two things is true. If it pays an adequate profit to the tea company, it is because they are buying at a price very far below the price charged the average retailer—too far below, in fact, to be accounted for on the score of quantity purchased. If the price of 8 cents does not pay a profit to the tea company, it follows that they are wantonly slaughtering your product.
>
> Of course, no retailer can compete with 8 cents for Campbell's Soups. The average dealer pays $3.60 per case for tomato and $3.80 per case for other kinds—7½ cents per can and 7 11-12 cents respectively. The average cost of doing business will add 1.7 cents to the cost, so that Campbell's Tomato Soup actually costs the average grocer 9.2 cents and other kinds of Campbell's Soup cost him about 9.7 cents. Quite obviously he cannot think of meeting an 8-cent price, *although every one of his customers will expect him to.*
>
> No reasonable person would expect you to watch every grocer in the United States to see that he does not cut Campbell's Soups. That would be impossible and beyond any manufacturer's responsibility. But watching the Great Atlantic and Pacific Tea Co. is a different proposition. They have, if we remember correctly, about 1,200 stores. We are informed that the concern uses a cut price at all of its stores simultaneously, so that it is not unreasonable to say in probably over a thousand towns at one time the Great Atlantic and Pacific Tea Co., *with your consent,* has destroyed either wholly or in part, the Campbell Soup trade of several thousand grocers. Frankly, do you think you have no responsibility in this matter? The Cream of Wheat—Great A. & P. Tea Co. case decides that if you wish to cut off this concern, on the ground that they are interfering with your regular trade, you are at perfect liberty to do it.
>
> We ask you to give this letter your earnest consideration, as it is our intention to place a copy of it and of your answer in the hands of every Retail Grocers' Association in Pennsylvania.
>
> Yours very truly,
> GROCERY WORLD PUBLICATION CO.

No answer having been received by June 16th, another letter was sent, calling attention to the fact that the first one had received no reply. This paper felt and still feels that the subject of its letter was of the highest importance, and that it was entitled to an answer. No answer has been received up to the time of going to press, and the Campbell Co. is therefore taking the position that it is none of our business, and none of the retailer's business, whether it supplies to the Great Atlantic and Pacific Tea Co. the ammunition with which to destroy the profit of several thousand grocers on an important article of their stock.

The Campbell Co. has no answer that it cares to make—has the retailer any answer?

Judging by the latest bulletin of the United States Food Department, catsup and its raw materials continue to be the favorite subject of adulteration. The bulletin reports 49 cases, of which 14 are catsup, or tomato pulp or paste, which are the raw materials of catsup. The charge in all is partial or complete decomposition. Doubtless with some catsup manufacturers, sterilization or a preservative is relied upon to cover a multitude of sins.

Food Adulterators.

Five cases were vinegar adulterations, and five were pork and beans cases. There have been a very considerable number of pork and beans seizures lately, the charge in all being decomposition, either partial or complete.

Except in cases where a product has gone bad, which is liable to hap-

pen to anybody, there can hardly be an innocent food adulterator in this day. Any man who puts water in vinegar or calls Santos coffee "Mocha" knows it is against the law. He is a deliberate law-breaker and should be punished accordingly. This makes some of the sentences imposed by the United States Courts—most of them, in fact—all the more ridiculous.

Public Hearing on Branding Feed Products.

A public hearing on how to brand corn feed meal and hominy meal, hominy feed or hominy chop under the Food and Drugs Act will be held in Chicago on July 12, 1916, by representatives of the Bureau of Chemistry of the United States Department of Agriculture. All persons interested are invited to attend. Those who desire may present their views in writing to the Bureau of Chemistry, Washington, D. C., on or before the date set for the hearing. The Department desires to obtain from the trade and others definite and accurate information concerning the correct meaning of the terms "corn feed meal" and "hominy meal, hominy feed or hominy chop," and what should be the composition of products sold under these terms. The hearing will be held at 10 A. M. on July 12, 1916, in the Hotel Sherman, Randolph and Clark streets, Chicago, Ill.

These Producers Are Selling Food Products to Consumers Direct

Up-to-Date List of People Who Are Using the Parcel Post Division of the Philadelphia Post Office to Sell Butter, Eggs, Poultry, Fruit, Vegetables, Etc., in Pennsylvania, New Jersey, Delaware, Maryland, Virginia, West Virginia and New York.

The "Modern Merchant and Grocery World" has received from the Parcel Post Division of the Philadelphia Post Office a complete up-to-date list of the producers of various food products who will sell consumers direct by mail. The list covers Pennsylvania, New Jersey, Delaware, Maryland, Virginia, West Virginia and New York. It is here reproduced:—

EGGS.

PENNSYLVANIA.

H. W. Anderson, Route 1, Stewartstown; H. L. Baker, Route 3, Gettysburg; P. A. Barnett, Saxton; J. E. Belt, Route 2, Wellsville; Mrs. Anna L. Biery, Route 4, Allentown; Frank C. Christ & Son, 21 S. Main St., Nazareth; Miss Anna H. Culp, Virginia Mills; W. H. Dellinger, Brickerville; J. R. Detwiler, Williamsburg; John Welsh Dulles, Route 4, West Chester; Wm. C. Eby & Bro., Elizabethtown; Lewis H. Elliott, Route 2, York Springs; J. B. Faatz, Bethany; F. G. Fox, Route 1, Pipersville; Mrs. Lillian G. Franzen, Route 4, Ephrata; C. R. Frey, The Wayside, Elizabethtown; Victor K. Frey, 144 N. Beaver St., York; E. W. Fulmer, Spring Mount; Caleb Gaumer, Route 1, New Cumberland; Cornelius B. Gehman, Earlington; F. N. Gilbert, Route 1, Green Lane; Harry Gulden, Yoe; C. F. Harman, Enterline; Howard P. Hartman, Jacksonville; J. George Hemmeter, Route 1, Bristol; J. H. Hikes, Route 3, York Springs; B. P. Hughes, Delta; E. E. Jacobs, Route 1, Abbottstown; John Wiley Jones, Emporium; T. A. Keller, Lapark; Clarence Klimowich, Route 1, Wind Gap; David Knouss, Arendtville; Wilson Kunkel, Route 1, Leesport; Edward S. Lawrence, Route 2, Knoll Top Farm, Schwenksville; Ferdinand H. Lersch, Box 6, Summit View Farm, Spring Mount; D. Meredith, Route C, Coatesville; J. B. Miller, New Danville; Amos L. Mummert, Route 1, Abbottstown; D. C. Musselman, Fairfield; O. M. Nase, Almont; Christ. S. Nolt, Silver Springs; Perkasie Poultry and Stock Farm, Perkasie; Z. J. Peters, Guernsey; A. Wesley Poley, Royersford; Stanley H. Prior, Route 1, Telford; Mrs. John W. Rinker, Tunkhannock; Rocky Point Farm, Dushore; Reuben Rushworth, Route 2, New Milford; C. F. Sternberger, Felton; John P. Schnabel, Route 2, Sellersville; L. C. Schramm, Route 5, Quakertown; Emory E. Sheely, Main St., Arendtsville; Abraham Simmons, 431 W. Simpson St., Mechanicsburg; H. H. Snyder, Loyalton; Soudern & Hourdequin, Glen Willow Farm, Avondale; G. M. Spangler, Route 2, East Berlin; Sprecher Bros., Two Pines Farm, Rohrerstown; Robert S. Stauffer, Milford Square; Allen Stephens, Roaring Springs; Rev. Frederick C. Sternat, Abbottstown; Mrs. Jessie H. Watson, Beech Haven Farm, Wycombe; Edgar P. Weaver, Route 8, Gettysburg; Weaver, Jeremiah, Route 8, Gettysburg; I. P. Williams, Arcola; E. C. Winand, E. C., East Berlin; John C. Wipf, Mechanics Valley; Mrs. Emory Wolfe, Route 2, New Freedom; William C. Zipl, Route 3, Nazareth.

NEW JERSEY.

Arnold Fruit and Poultry Farm, Route 2, Vineland; Mrs. Anna Breidinhart, Route 1, Marlton; C. H. Chandler, Route 1, Monmouth Junction; Thomas Coates, Route 1, Monmouth Junction; Harry H. Dietz, Route 1, Berlin; John R. Elley, Toms River; Frysinger Evans, Green Tree Poultry Farm, Box 25, Clementon; Mrs. M. T. Hogan, Box 25, Cedar Brook; E. R. Hummer & Co., Route 1, Frenchtown; Wm. L. Johnson, Jr., Route 83, Adelphia; Charles B. Kain, Box 106, Sewell; O. B. Kelsey, Blackwood; George C. Linda-

Butter Sales
Depend First of All On Color
You know they do—
You know better than anyone else how strongly women demand golden butter—
insist that your dairyman use
Dandelion Brand Butter Color
not because we say so, but because it gives butter the rich, deep golden hue that means bigger profits for you.
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS—STATE and NATIONAL
WELLS & RICHARDSON CO.
Burlington, Vermont, and 200 Mountain St., Montreal, Canada
Manufacturers of Dandelion Brand Butter Color
Dandelion Brand Butter Color
The color with the golden shade

berry, Route 1, Pottersville; Okrahoma Poultry Farm, Box 25, Cedar Brook; Rancocas Poultry Farms, Browns Mills; I. M. Sabold, Laurel Springs; M. M. Sweet, Route 3, Vineland; Talton Bros. Poultry Farm, 208 S. Cedar St., Merchantville; C. Treptora, Route 6, New Brunswick; N. H. Vreeland, Monmouth Junction; A. E. Wolfe, Pittstown.

DELAWARE.

William Falkner, Midway; Charles Feas, Milford; Egbert B. Gates, Route 1, Shady Oak Poultry Farm, Lincoln; T. Johnson, Harbeson; Mrs. C. H. Marvel, Route 2, Georgetown; Dr. Homer J. Smith, Wyoming; S. A. Virdin, Hartly; West Side Poultry Farm, Route 2, Delmar.

MARYLAND.

T. E. Brittingham, Berlin; Charles C. Cadwell, Route 3, Galena; F. T. Fairbanks, Royal Oak; R. E. Hancock, Girdletree; Mrs. Maude Hardesty, Route 3, Easton; A. F. Heather, Marydel; Harry H. Howeth, Hurlock; E. T. Loudon, Route 1, Marion Station; H. M. Mathews, Worton; Grace Porter, Tilghman; Charles H. Raymond, Raymond Point Farm, Shelltown; Eliza M. Rayne, Route 1, Willards; Irving Ritchie, Route 1, Box 61, Worton; Miss Etta Silver, Route 1, Darlington; H. T. Slaughter, Longwoods; E. P. Thomas, Ednor; Miss Mary E. Thomas, Ednor; R. Snowden Thomas, Chestertown; John S. Webster, Belcamp.

VIRGINIA.

W. O. Booth, Route 2, Onancock; Mrs. C. R. Coleman, Snell; A. Eaton, Parksley; Fairmount Farm, Walter C. Noell & Son, proprietors, Gretna; W. N. Fanton, Route 2, Onancock; Mrs. P. P. Gantt, Jr., Roseland; Ridgelthorpe Farm, S. Von Ammon, proprietor, Fontella; Mrs. J. W. Smith, Partlow; H. G. Stanton, 115 Mt. Vernon Ave., Portsmouth; Miss Louise M. Witt, Korea, Culpepper County.

WEST VIRGINIA.

Miss May Alderson, Alderson.

OHIO.

Jesse Buggs, 504 Center St., Findlay.

MISSOURI.

Rowland C. Marr, Glasgow.

BUTTER.

PENNSYLVANIA.

H. L. Baker, Route 3, Gettysburg; W. H. Dellinger, Brickerville; Nelson Deveruck, Stewartstown; Lewis H. Elliott, Route 2, York Springs; C. R. Frey, The Wayside, Elizabethtown; Caleb Gaumer, Route 1, New Cumberland; C. F. Harman, Enterline; E. E. Jacobs, Route 1, Abbottstown; David Knouse, Arendtsville; Z. J. Peters, Guernsey; Emory E. Sheely, Main St., Arendtsville; H. H. Snyder, Loyalton; Edgar P. Weaver, Route 8, Gettysburg; Jeremiah Weaver, Route 8, Gettysburg.

NEW JERSEY.

George C. Lindaberry, Route 1, Pottersville.

DELAWARE.

Egbert B. Gates, Route 1, Shady Oak Poultry Farm, Lincoln.

MARYLAND.

Irving Ritchie, Route 1, Box 61, Worton; E. P. Thomas, Sandy Spring, Ednor P. O; Whiteford Bros, Whiteford.

VIRGINIA.

W. O. Booth, Route 2, Onancock; Mrs. C. R. Coleman, Snell; Mrs. J. W. Smith, Partlow; Miss Louise Witt, Korea, Culpepper County.

NEW YORK.

Geo. D. Keator, Margaretville.

MISSOURI.

Rowland C. Marr, Glasgow.

INDIANA.

J. D. Moor, Route 33, Indianapolis.

POULTRY.

PENNSYLVANIA.

H. L. Baker, Route 3, Gettysburg; J. H. Bleacher, Route 4, Quarrysville; A. S. Claar, Route 4, Quakertown; W. H. Dellinger, Brickerville; Nelson Deveruck, Stewartstown; John Welsh Dulles, Route 4, West Chester; Wm. C. Eby & Bro., Elizabethtown; F. J. Fell, Jr., Route 1, Phœnixville; F. G. Fox, Route 1, Pipersville; R. L. Fox, Downingtown; C. R. Frey, The Wayside, Elizabethtown; Victor K. Frey, 144 N. Beaver St., York; Caleb Gaumer, New Cumberland; Cornelius B. Gehman, Earlington; F. N. Gilbert, Route 1, Green Lane; Harry Gulden, Yoe; C. F. Harman, Enterline; J. George Hemeter, Route 1, Bristol; J. H. Hikes, Route 3, York Springs; B. P. Hughes, Delta; E. E. Jacobs, Route 1, Abbottstown; T. A. Keller, Lapark; Clarence Klimowich, Route 1, Wind Gap; Edward S. Lawrence, Route 1, Knoll Top Farms, Schwenksville; H. Ferdinand Lersch, Box 6, Summit View Farm, Spring Mount; D. Meredith, Route C, Coatesville; Amos L. Mummert, Route 1, Abbottstown; D. C. Musselman, Fairfield; O. M. Nase, Almont; Z. J. Peters, Guernsey; A. Wesley Poley, Royersford; Rocky Point Farm, Dushore; John P. Schnabel, Route 2, Sellersville; Abraham Simmons, 431 W. Simpson St., Mechanicsburg; Soudern & Hourdequin, Glen Willow Farm, Avondale; Robert S. Stauffer, Milford Square; Mrs. Jesse H. Watson, Beach Haven Farm, Wycombe; Edgar P. Weaver, Route 8, Gettysburg; I. P. Williams, Arcola; John C. Wipf, Mechanics Valley; Mrs. Emory Wolfe, Route 2, New Freedom; Wm. C. Zipl, Route 3, Nazareth.

NEW JERSEY.

Arnold Fruit and Poultry Farm, Route 2, Vineland; Mrs. Anna Breidinhart, Route 1, Marlton; C. H. Chandler, Route 1, Monmouth Junction; Thomas Coates, Route 1, Monmouth Junction; Harry H. Dietz, Route 1, Berlin; Mrs. M. T. Hogan, Box 25, Cedar Brook; E. R. Hummer & Co., Route 1, Frenchtown; William L. Johnson, Jr., R. F. D. 83, Adelphia; Charles B. Kain, Box 106, Sewall; O. B. Kelsey, Blackwood; Carl Miller, Highlands; I. D. Moore, Moore's Poultry Farm, Hartford; Okrahoma Poultry Farm, Box 25, Cedar Brok; I. M. Sabold, Laurel Springs; M. M. Sweet, Route 3, Vineland; C. Treptora, Route 6, New Brunswick; N. H. Vreeland, Monmouth Junction.

DELAWARE.

William Falkner, Midway; Charles Feas, Milford; Egbert B. Gates, Route 1, Shady Oak Poultry Farm, Lincoln; Mrs. C. H. Marvel, Route 2, Georgetown.

MARYLAND.

Charles C. Caldwell, Route 3, Galena; F. T. Fairbank, Royal Oak; Mrs. Maude Hardesty, Route 3, Easton; A. F. Heather, Marydel; Harry H. Howeth, Hurlock; Charles H. Raymond, Raymond's Point Farm, Shelltown; Eliza M. Rayne, Route 1, Willards; Miss Etta Silver, Route 1, Darlington; H. T. Slaughter, Longwoods; John S. Webster, Belcamp.

VIRGINIA.

W. O. Booth, Route 2, Onancock; Mrs. C. R. Coleman, Snell; A. Eaton, Parksley; Miss Juliet Gantt, Roseland; Ridgethorpe Farm, S. Von Ammon, proprietor, Fontella; Mrs. J. W. Smith, Partlow.

OHIO.

Jesse Biggs, 504 Center St., Findlay.

MISCELLANEOUS.

PENNSYLVANIA.

H. W. Anderson, Route 1, Stewartstown; vegetables, apples, peaches, cherries, strawberries, bacon, lard.

H. L. Baker, Route 3, Gettysburg; general produce, fruits and lard.

J. E. Belt, Route 2, Wellsville; apples.

Mrs. Anna L. Biery, Route 4, Allentown; general produce and apples.

J. H. Bleacher, Route 4, Quarryville; vegetables, small pickles and plums.

Frank C. Christ & Son, 21 S. Main St., Nazareth; lettuce, endive and apples.

A. S. Claar, Route 5, Quakertown; dressed pork.

W. H. Dellinger, Brickerville; peas, beans, corn, beets, apples and berries in season.

Nelson Deveruck, Stewartstown, meats.

John Welsh Dulles, Route 4, West Chester; apple butter, peach butter, string beans and okra put up in glass.

J. B. Faatz, Bethany; berries and cherries.

F. J. Fell, Jr., Route 1, Phœnixville; asparagus.

F. G. Fox, Route 1, Pipersville; apple butter, vinegar and extracted honey.

R. L. Fox, Box 24, Downingtown; milk, potatoes and farm products of all kinds.

C. R. Frey, The Wayside, Elizabethtown; vegetables, berries, cured ham, bacon and buttermilk.

Victor K. Frey, 144 N. Beaver St., York; vegetables, fruit, hatching eggs and baby chicks.

Caleb Gaumer, Route 1, New Cumberland, general produce fruits, berries and flowers.

Great Valley Mills, Paoli; flour, cornmeal, buckwheat flour and breakfast foods.

Harry Gulden, Yoe; cherries and peaches.

C. F. Harman, Enterline; general produce, fruits, berries and canned fruit.

Howard P. Hartman, Jacksonville; general produce.

J. George Hemmeter, Route 1, Bristol; peaches, pears, apples, cherries, rhubarb, berries, duck eggs.

J. H. Hikes, Route 3, York Springs; general produce.

L. K. Hostetter, Route 5, Lancaster; extracted clover honey.

H. T. Huey, Lenape, squabs.

B. P. Hughes, Delta, fruit.

E. E. Jacobs, Route 1, Abbottstown; country ham and lard.

John Wiley Jones, Emporium; general produce, chestnuts, peanuts and fish.

T. A. Keller, Lapark; vegetables and squabs.

David Knouss, Arendtsville; vegetables and fruit in season.

Wilson Kunkel, Route 1, Leesport; apples, cabbage and potatoes after August 1st.

Edward S. Lawrence, Route 2, Knoll Top Farm, Schwenksville; fruits and vegetables in season and home canned vegetables and fruit.

Ferdinand H. Lersch, Box 6, Spring Mount, milk-fed geese.

D. Meredith, Route C, Coatesville; vegetables.

Perkasie Poultry and Stock Farm, Perkasie; meats and fruit.

Z. J. Peters, Guernsey; fruit in season.

A. Wesley Poley, Royersford; squabs, apples and vegetables in season.

J. Peter Schnabel, Route 2, Sellersville; fruit in season and black walnut kernels.

Abraham Simmons, 431 W. Simpson St., Mechanicsburg; Belgium hares.

H. H. Snyder, Loyalton; general produce and fruits.

Soudern & Hourdequin, Glen Willow Farm, Avondale; ham and bacon.

Sprecher Bros., Twin Pines Farm, Rohrerstown; peaches in season.

Robert S. Stauffer, Milford Square; dressed squabs.

Styer Gardens, Woodbourne; strawberries.

Mrs. Jessie H. Watson, Beech Haven Farm, Wycombe; pe-tsia, Papanese turnips and all vegetables, green ducks in season.

Edgar P. Weaver, Route 8, Gettysburg; fruit, vegetables, honey, apple butter.

Jeremiah Weaver, Route 8, Gettysburg; fruits, vegetables, vinegar and lard.

I. P. Williams, Arcola; squabs, apples and vegetables.

John C. Wipf, Mechanics Valley, apples.

Woodfield Farms, Wycombe; asparagus, rhubarb, tomatoes, corn and berries.

Bryant B. Wortz, Maple Valley Fruit Farm, Route 1, Fairfield; fruit.

The Week's One-Time Ads.

Here's a thought about the Ferris ad. this week. Look it up—it's a full page that talks brass tacks—only Ferris hams and bacon. The thought's this: that for fifty years—mind that now, fifty years—these Ferris people have been selling Ferris Hams and Bacon *for a little more money than regular hams and bacon bring.* Think they could do that if they hadn't been worth more? Why they would have been dead in a year. Maybe some of the way the Ferris people have gone ahead year after year is because they hate cutters and won't sell to them. They stand by you fellows all along the line—want to see you get your profit. Good people to tie to, I think. By the way, did you ever taste Ferris ham or bacon? If you didn't, go ahead and do it. you'll be a touter for them forever after, take my word for it. Read the ad. and think it over.

JIMMY MANDER.

A FEW MORE

Live CRAKERJAC TRADE MARK Fixtures

Let Them Save You Time, Money and Drudgery

Price $15.00
f. o. b., Sterling, Ill.

"Crakerjac" Salt Fish Rack

with white enameled pails showing fish in natural colors on pail. A creator of appetite for brine goods. Get salt fish out of the grimy kegs and put them in these pure white containers where with the fish shown in natural colors the mouth of the customer will water for salt mackerel in the morning. Four pails to a rack with plate glass tops. In ordering state for what salt fish you wish pails lettered

"Ideal" Fruit or Vegetable Box Display Attachment

$4.50 per set of six
f. o. b., Sterling, Ill.

Change your orange, lemon or fruit box into display racks. Will treble sales. Instantly attached by means of patent fasteners. Handsome aluminum finish. Adjustable lengths.

$3.00 Each
f. o. b., Sterling, Ill.

"PERFECT" HANGING BAG RACKS

Handiest Hanging Rack Made—Holds 1000 Bags

But one bag is delivered at a time. This is the most valuable feature of this holder. There is positively no waste of bags. In order to get two or more bags at a time, they must be pulled out, otherwise but one will be delivered. Bags not used can be replaced instantly. It is a handsome store fixture, can never wear out and will last a lifetime. Ten compartments, made from cold rolled steel, handsomely enameled.

EVAN L. REED MFG. CO. Mfrs. of "CRAKERJAC" PICKLE RACK and Other Sanitary Devices :: ::
101 A Street, Sterling, Ill.

A Useful List of Ham and Buyers

Do this for your own good: Make a note of everybody who buys a slice of ham of you in a week. It may tell you how small a percentage of your customers are buying ham, and that in itself is useful information, but mainly use it for this: ask them afterward how they liked it.

If they aren't enthusiastic, we want you to think of **Liberty Brand** hams, the sweetest, tenderest, juicest ham on the market, packed by us with our own cure.

Send for one **Liberty Brand** ham and test it out.

F. G. Vogt & Sons, Inc.
30th and Race Streets Philadelphia

Keep it in your mind night and day that nationally advertised goods make the easiest storekeeping because they're half sold when you put them in. And that they—not all, but most—make the most profitable storekeeping because they take neither time nor work.

If you don't believe this, why don't you?

THE ABOVE IS THE ADVERTISEMENT OF

Charles B. Knox Company, "Knox Gelatine"
Farwell & Rhines, "Criss Cross Cereals"
B. Fischer & Co., "Hotel Astor Coffee and Rice"
Walter M. Lowney Company, "Lowney's Cocoa and Chocolate"
The Welch Grape Juice Company, "Welch's Grape Juice"
The Wheatena Company, "Wheatena"
Walter Baker & Co., Ltd., "Baker's Cocoa and Chocolate"
"Chalmer's Gelatine," H. P. Taylor, Jr.
H. J. Heinz Company, "57 Varieties Pure Food Products"
The Hills Brothers Company, "Dromedary Products"
United Cereal Mills, "Washington Crisps"
The Cox Gelatine Company, "Cox's Gelatine"
G. Van Heusden, Jr., "Blooker's Cocoa"
American Sugar Refining Co., "Crystal Domino Products"

William C. Zipl, Route 3, Nazareth; general produce and cheese.

NEW JERSEY.

Arnold Fruit and Poultry Farm, Route 2, Vineland; white leghorns, peaches and pears.

Mrs. Anna Breidinhart, Route 1, Marlton; produce.

J. Carroll Burtis, Route 1, Allentown; general produce and apples.

Central Cranberry Co., Box 19 B, Brown Mills; cranberries.

Thomas Coates, Route 1, Monmouth Junction; general produce and canned fruit.

Ward O. Collens, Route 1, Califon; peaches and apples.

J. C. Dengan, Barnegat City; hard and soft clams.

Frysinger Evans, Green Tree Poultry Farm, Box 25, Clementon; hatching eggs and one-day old chicks.

F. W. Gordon, Frenchtown; general produce and shelled lima beans in quart boxes.

M. Hartshorn, Millbourne; sausage meat.

P. D. Holman, Box 33, Whitesville; general produce, berries, cantaloupes, watermelons and combination baskets.

E. R. Hummer & Co., Route 1, Frenchtown; hatching eggs, day-old chicks, apples, pears and honey.

Wm. L. Johnson, Jr., R. F. D. 83, Adelphia; vegetables and fruit.

Charles B. Kain, Box 106, Sewell; general produce and strawberries.

Alfred R. Kohler, Route 1, Westville; vegetables.

George C. Lindaberry, Route 1, Pottersville; potatoes.

Carl Miller, Highlands; general produce and fruits.

I. D. Moore, Hartford; fruit, vegetables and berries.

Isaac K. Pullen, Hightstown; general produce, watermelons and muskmelons.

M. E. Shortt, Route 1, Egg Harbor City; hatching eggs.

J. Norman Spawn, Holly Home Hamper Farm, Box 58, Riverside; assorted hampers of fresh vegetables, fruit and strawberries.

M. M. Sweet, Route 3, Vineland; vegetables in season, berries and canned peaches.

C. Treptora, Route 6, New Brunswick; general produce, fruit and home-made preserves.

N. H. Vreeland, Monmouth Junction; mushrooms.

J. W. Williams, Route 1, Creamridge; general produce and fruit.

A. H. Willson, Vineland; canned lima beans, peaches, pears and beets.

DELAWARE.

William Falkner, Midway; potatoes, corn and wheat.

Charles Feas, Milford; vegetables and pork.

Egbert Gates, Route 1, Shady Oak Poultry Farm, Lincoln; apples, pears and garden sauce.

Mrs. C. H. Marvel, Route 2, Georgetown; vegetables, strawberries, squabs and flowers.

James H. Salevare, Milford; fruits.

West Side Poultry Farm, Delmar; lima beans and cantaloupes.

MARYLAND.

F. T. Fairbank, Royal Oak; squabs, ducks and oysters in season.

A. F. Heather, Marydel; general produce, berries and fruits.

Harry H. Howeth, Hurlock; general produce, berries, melons, cantaloupes and meats.

E. T. London, Route 1, Marion Station; holly, crowfeet, mistletoe in barrels and cedar wreaths.

Moore & Preston Co., Fallstown; squabs.

Grace Porter, Tilghman: squabs.

Chas. H. Raymond, Raymond Point Farm, Shelltown; hatching eggs, vegetables, fish and crabs in season and pickled oysters.

E. M. Rayne, Route 1, Willards; potatoes, walnuts and goose feathers.

Irving Ritchie, Route 1, Box 61, Worton; vegetables and fruit.

Miss Etta Silver, Route 1, Darlington; general produce.

H. T. Slaughter, Longwoods; fruits in season.

E. P. Thomas, Ednor; apples, sausage and scrapple.

Miss Mary E. Thomas, Ednor, Maryland biscuits.

John S. Webster, Belcamp; fruit.

Whiteford Bros., Whiteford; fruits, apples, apple butter, cider, vinegar and canned tomatoes.

VIRGINIA.

W. O. Booth, Route 2, Onancock; vegetables, berries, plums, peaches and lard.

Ridgethorpe Farm, S. Von Ammon, proprietor, Fontella; apples, peaches and preserved fruits.

F. J. Ward, Willis Wharf; oysters, clams and scallops.

NEW YORK.

Geo. D. Keator, Margaretville; apples and cauliflower.

FLORIDA.

H. C. Tillson, Leesburg; home-made orange marmalade and kumquat preserves.

MISSOURI.

Rowland C. Marr, Glasgow; pecans, walnuts and hickory nuts.

CALIFORNIA.

W. A. Bates, Dinuba; fancy mission figs.

Chas. S. Spangler, 638 N. Birch St., Santa Ana; extra fancy walnut kernels.

NOT CLASSIFIED.

NEW JERSEY.

Rose Hill Apiary, Paul Cronce, manager, Frenchtown; eggs, poultry, honey, lettuce, radishes, pears and cherries.

The New York Letter

War Talk Makes Extra Food Demand. Weights and Measures Superintendent Warns Meat Packers to Label Net Weight. The All-Package Chain Store Scheme. Market Summary.

Special Correspondence of "Modern Merchant and Grocery World."

New York, June 23, 1916.

There has been considerable increased demand here for the purpose of provisioning the camps of the National Guard of the State of New York. Local wholesale grocers have been busier than for some time. Twelve jobbers have bid on the proposals for supplies for the camps, and the largest slice of the business went to Austin, Nichols & Co., but some of it was reported to have gone to each of the large local jobbers. Austin, Nichols & Co. will establish a regular chain of post exchanges near the camp. The goods bought were mostly flour, potatoes, canned goods, coffee, sugar, spices, salmon, cheese, cocoa, currants, etc.

* * * .

James A. Hearn & Son, department storekeepers of this State, have issued a letter opposing the passage of the Stevens Bill, which would give to manufacturers of trade-marked products the right to fix the wholesale and retail selling prices. They say that the bill is "narrow and dangerous and as paving the way to trade pools, favoritism and fraud."

* * *

State Superintendent Farrell, of the Weights and Measures Bureau, has, during the week, issued a notice to all the large packers of meat products, notifying them that they must obey the laws of the State of New York, to the effect that wrapped hams, bacons and smoked or cured meat products must be marked with the net weight. The State Superintendent says that if the packers do not give him their assurance that they will obey the law, he will proceed against the retailers who handle their goods. A portion of his statement follows:—

> Our law places the guilt upon any person selling or offering for sale goods in containers which are not properly marked. I have been very loath to proceed against the retailers in this matter, as I felt that the real fault was with the packers. As the Supreme Court decision thoroughly answers all the contentions that have been made why net weight markings should not be required, it is now necessary to enforce the law strictly in accordance with its terms. The packers will have to protect their customers, and if they do not see fit to do so they must suffer the consequences. The consumer has been forced to buy a pig in a poke too long. Wrappings on single hams and bacons often weigh well over a pound, cost less than 4 cents a pound, and are sold for from 18 to 24 cents. There is no practical difficulty in the way of the packers marking in accordance with the requirements of our laws, and of the regulation which was adopted by this department after a thorough investigation of the conditions in the packing industry.

* * *

The All-Package Grocery Stores Company, one of the newest chain-store concerns of this section, is out in an advertisement stating that on April 1, 1915, its first retail store was opened. To-day it claims to have seventy-seven retail stores in operation, with twenty-four additional stores under construction. The claim is made that its cash business is over $1,250,000. Two warehouses have been opened in Chicago, and three retail stores, with four more under construction. The object is to open between forty and fifty retail stores in Chicago by January 1st next. The object of the advertisement appeared to be the following, which is quoted from it: "We wish to announce to Brokers, Manufacturers and Jobbers throughout the United States that we are in the market for all kinds of food products and that every consideration will be given to their representatives."

Summarized Market Conditions.

Tea quiet, buying only from hand to mouth. Prices a little easier.—Coffee very dull and heavy; buyers waiting for new crop, although they could buy spot coffees relatively cheaper.—Molasses quiet and weak.—Sugar was somewhat easier. Several refiners selling granulated at 7.30, but later all went back to 7.65. Raws have sold off slightly; consuming demand poor.—Canned peas firmer on account of bad growing weather. Tomatoes much weaker with offerings at 90 cents in a large way f. o. b. All canned fruits quiet and unchanged.—Salmon about unchanged. Red Alaska firm. Some concessions are possible on Pinks.—Dried fruits dull, peaches about the firmest line. Apricots also very firm. Demand for everything quiet.—Wheat quiet with no material change.—Flour unchanged on last week's basis.

AMONG THE TRADE.

A. Mason Green, one of the firm of Halpen, Green & Co., suffered a slight stroke of paralysis at his home in Salem, N. J., last week. He had been ailing for some time. He is expected to recover, though recovery will probably be slow. Mace Green is one of the cleanest, straightest men in the wholesale grocery business. He has covered South Jersey for years for his firm and everybody knows him and likes him.

That Irresistible Flavor

A BRIGHT HOUSEKEEPER said to us "The Ferris Brand? Why that's the kind my mother used to buy when I was a little girl." "Certainly. We have been at it for half a century." Crowding up past the most advanced line all the while.

We have the Experience, the Facilities, and the Undying Determination to get there every day; so we "deliver the goods."

These are our Articles of Faith:

1. QUALITY—UNIFORM and SUPERB. No Hams or Bacon Cured by other people ever go out under the Ferris Brand.

2. NO PRICE CUTTING. The Same Printed Quotations *for Every Merchant.* A Packer on 'Change said, "My Salesman tells me one of his customers in B. says you sold him at a cent per pound less than your printed prices." We replied, "Ask him to show your salesman his bill. If he refuses we will furnish a duplicate and attach a clean One Hundred Dollar Government Bank Note for every 'cut' in the Ferris Printed Price you can find." But we have still all our new One Hundred Dollar Bills.

3. We are LOYAL to our GROCER FRIENDS. We will not allow their throats to be cut by Pirate Traders. The Law permits us to choose our customers and we will not sell our Goods to men who hurt us and our loyal friends.

4. "CHEAP" has lost its runaway charm. "QUALITY" comes to the front again to win and keep the Trade worth your having. That is a worth while Grocer's Trade.

5. Take a Shipment weekly fresh from our Smoke Houses. A special line like the Ferris is worth the personal attention and interest of "The Boss." That winsome smile of yours when a Customer sees a displayed Ferris Burlapped Ham or Flitch of Boneless Breakfast Bacon, as she enters your store, with your greeting, "Good Morning, Madam. I see you are looking at

those Ferris Samples. May we book an order to-day, for delivery at your convenience?" Out they go, and you wire for more. Surprising how hard it is to fill the Public Appetite with Ferris Irresistible Flavor when the people know those luxuries are on your bill of fare for them.

6. Orders received by one o'clock can be shipped the same afternoon.

7. IS NOT THIS THE WAY BACK TO GOOD TIMES AGAIN?

Very sincerely your friends,

F. A. Ferris & Company.

Nos. 262-264-266-268-270-272 Mott St., New York City.

The Grocery Markets

Tea.

The tea market is showing a fair degree of activity considering that June is usually the dullest month of the year. Prices are fairly maintained, although most holders of tea will make slight concessions if necessary. New teas will be coming on in the near future.

Coffee.

The coffee market is weak and heavy. Trade are buying only for immediate wants, in spite of the fact that they can buy spot coffees very much under the price of the new crop, and that in many cases the old coffees will be better than the new. Brazil coffees are about ⅜ cent cheaper than a week ago, and the general line of Rio and Santos can be bought on spot for a very substantial fraction less than the same coffees are quoted to come forward. New coffees will be in this country within the next three weeks. Milds have been accumulating and in consequence the market is weaker with a slight decline. Java is firm, scarce and high; demand very light. Mocha unchanged and quiet.

Sugar.

The sugar market has been considerably unsettled during the week. Two Philadelphia refiners and one in New York are quoting granulated at 7.30. The rest of them are quoting 7.65, except the Federal in New York, which is quoting 7.75. The raw market has eased off a little and the general situation is perhaps somewhat easier. Buyers do not seem to have very much confidence in the market. The consumptive demand for sugar is only moderate.

—

As this paper goes to press, all refiners are back at 7.65.

Syrup and Molasses.

There is practically no change either in sugar syrup, compound syrup or molasses. These products are seasonably dull and the trade is not interested in them.

Fish.

Mackerel are exceedingly high on account of scarcity. The old Norway mackerel of good quality will bring almost any price and these fish are so scarce as to be hardly worth quoting. Irish mackerel are cutting some figure, although they do not show a very good quality and are selling at very high prices. Shore mackerel are hardly available as yet in any appreciable quantity. Cod, hake and haddock are dull and unchanged. Salmon is active and very firm, but prices do not seem to respond as they might be expected to do. Red Alaska salmon on spot is very scarce and might easily be excused for advancing in price much more than it has. Sardines, both domestic and foreign, are ruling at comparatively high prices, particularly the foreign brands, and show but comparatively light demand.

Canned Goods.

The bottom has fallen out of the tomato market during the week in spite of the reports which have been given out that the quantity in packers' hands are less than the usual requirements. The market is 5 cents lower for the week and is ruling in a large way f. o. b. factory 92½ cents for Maryland 3s. The trade seem to feel that the packers have put one over on them, for everybody is now pushing tomatoes for sale, and the market is very weak and soft, indicating a much larger spot supply than the packers have been representing. With the prospects of war the fact that the Government includes tomatoes in its rations, and will probably need to buy largely, should affect the tomato market, but has not done so yet. Corn is firm but without change for the week. Peas are decidedly firm and are showing a strong tendency to advance. This is on account of unfavorable growing weather. New Southern peas which last year sold at 50 cents in a large way now command 70 cents. The indication is that this year's pack of peas will be very much less than last year's, possibly not more than half unless the weather almost immediately improves, and even then the loss can probably not be made up. Apples are dull, heavy and inclined to be weak. California canned goods show no change and ordinary demand. Small Eastern staple canned goods are unchanged, except as to spinach, which has advanced to $1 per dozen for prompt shipment.

Dried Fruits.

Prunes show no change for the week. Situation is firm; demand light. Peaches continue to show an advancing tendency; the market is much higher than it was a short time ago. Peaches are not very much wanted at this season. Apricots are also firm, and so in fact is the balance of the list, including raisins and currants. Demand for everything, however, is light.

Beans and Peas.

Pea beans are out of sight. In Michigan sales have been made during the week at $6 per bushel, which is $2.35 higher than the quotation of only a few weeks ago. On spot pea beans can be bought for somewhat under this, but the outlook is very firm. Marrows have advanced to $5.50 per bushel; actual scarcity and large demand are the reasons. California limas show no change for the week; the market was already high. Green and Scotch peas unchanged and dull.

Butter.

Consumptive demand is normal for the season. Prices are 10 per cent. higher than a year ago. Weather is very favorable to the making of fine butter, and the average quality of the current arrivals is even better than usual. There is some demand for speculation and goods are cleaning up on arrival every day. The market bids fair to continue about on the present basis.

Eggs.

There is a very good demand for new laid eggs and the market is firm at present prices. Receipts are falling off considerably, and if there is any change it will likely be an advance on the best grades.

Cheese.

There is a normal consumptive demand for cheese and the production is reported good. The average quality is better than usual owing to the exceptional weather, and the market is healthy throughout and gives no indication of any serious change.

Provisions.

All smoked meats are steady and unchanged with fair consumptive demand. Prices are unusually high. Pure lard is firm at unchanged prices and compound is steady and unchanged with a light demand. Barreled pork, canned meats and dried beef are all firm with a normal demand.

INDIVIDUAL MARKET REPORTS.

Foreign Grocery Specialties.

Olive oil continues in excellent demand, with prices firmly upheld and with an exceptionally strong market in Italy. Shipments from Italy are arriving regularly, although our people in Italy tell us that they have the greatest possible difficulty in securing empty barrels suitable for export, and besides, tinplate and other canning materials continue very scarce and are continually advancing in price.

First arrivals of new Italian Naples garlic are expected at any moment, but these first arrivals are not likely to cut much figure in the market, as they are sure to be rather wet and will have to be disposed of immediately, even if they arrive in good condition. In the meanwhile, there are rather large quantities of Mexican garlic in the market and more shipments are on the way.

Some sections of America have produced some particularly fine garlic this season, and this is preferred to the Mexican. Prices for all kinds of garlic have been very much reduced, and the demand is unexpectedly small and really smaller than is usual at this season of the year. Thinking that garlic would be fetching the extraordinary prices which were realized about this time last season, there were many who expected to take advantage of such a market; consequently they filled up the New York market and now they are very seriously disappointed in not getting such returns as they hoped for.

The import of foodstuffs from Europe seems to become more difficult daily. We are known as large importers of Swedish porter and Swedish branvin, but we are unable to obtain supplies at the present moment, as the Swedish Government has prohibited the export of both porter and branvin, and while a petition has been made by our shippers to allow the export of the articles to the United States of America, such petition has not been granted as yet by the Swedish Government.

French mushrooms continue as scarce as ever, and only very small shipments arriving, which naturally are being sold at very high prices.

In spite of the scarcity of supplies, and notwithstanding the high prices for practically all kinds of imported foodstuffs, business seems to be very good, and is likely to continue so.

STROHMEYER & ARPE CO.
New York.

—

Imported Fish Specialties.

Shipments of new Scotch Matjes herrings are now arriving rather freely, and the quality of some of the shipments shows particularly fine. The exceptionally high opening prices and the rather unseasonable weather have restricted the demand to such an extent that prices have been reduced generally and are rather reasonable. Owing to lack of a brisk demand many of the shipments had to be put into the ice house for safe keeping. Shipments of Newfoundland herrings cured in the Scotch manner, and showing exceptionally fine quality and which compares favorably with the Scotch product, are arriving rather freely. Many of these shipments had to be put into the ice house for conservation awaiting a better demand.

The spring mackerel fishing is now in full swing in Norway, but we are not having any cable reports, because the Norwegian Government has prohibited the export of Norway mackerel, no matter how they may be prepared.

The imported sardine situation remains unchanged. The demand con-

tinues in a hand-to-mouth way only, but there are no stocks of any kind of imported sardines to speak of, because arrivals are very small and limited. A few new French sardines are now being packed, but prices continue so extraordinarily high that very few are likely to be imported until matters change quite materially.

STROHMEYER & ARPE CO.
New York.

A List of "Don'ts" in Dealing With Your Bank.

A Western trust company, which does a banking business, has issued the following useful list of things which every business man should observe in dealings with his bank:—

Don't cash or indorse checks for strangers.
Don't give your bank check to a stranger.
Don't leave your check book where the smooth stranger can steal it.
Don't date checks ahead.
Don't write checks with pencil.
Don't use counter checks.
Don't make checks papable to "Cash," "Bearer" or "Pay Roll."
Don't spread the figures out when writing a check.
Don't leave any blank space in the writing line.
Don't let your check go without making sure that the amount in figures and writing correspond.
Don't send checks indorsed in blank through the mail.
Don't send out checks with any alterations or erasures.
Don't destroy your spoiled checks—you may need them later.
Don't change the form of your signature on your checks.
Don't overdraw your bank account. That's borrowing without the consent of the lender.
Don't draw checks against your savings account or your certificates of deposit.
Don't fail to make out your deposit ticket before going to the bank.
Don't fail to list each check separately and with the name of the maker.
Don't fail to meet your obligations with the bank promptly. It boosts your credit.
Don't be afraid to confide in your banker. He's your silent partner.

Pennsylvania Organization Notes.

The quarterly meeting of the Bradford and Wyoming Counties Association was held at Leroysville on June 14th. The trip was made by automobile and was highly enjoyed by the visitors.

* * *

The newly organized Lancaster Retail Grocers' Association has adopted by-laws and added twelve new members. The last meeting was held on June 13th at the Chamber of Commerce rooms.

* * *

Mt. Carmel Association has elected as delegates to the State convention W. P. Parry and H. J. Kimmel. This association wants the next convention and they are entitled to it. Mt. Carmel is a wideawake town.

* * *

The Retail Clothiers' Association of the State will hold its annual convention at Altoona on July 25th and 26th. William Strouse, of Harrisburg, is president.

* * *

A. E. Swoyer has been elected secretary of the Honesdale Business Men's Association.

* * *

A county organization of the merchants and business men of Susquehanna County will be held at Montrose on June 21st. Two sessions will be held, one in the afternoon for organization, and one in the evening, a real "get-together" meeting. Organizer Smedley will speak.

* * *

The Lock Haven automobile trip has been postponed until July 11th and 12th. The association has elected the following delegates to the convention: H. W. Shaffer, C. M. Elliott and E. F. Heffner; alternates, Geo. L. Hess, Magnus Cluston and H. H. Wilson.

* * *

Reading has just closed a successful "Made in Reading" industrial Exposition, which was attended by great crowds.

* * *

The Business Men's Association of Montgomery was formed on June 14th. The meeting was held in the P. O. S. of A. Hall and was attended by about 75 persons. The arrangements for the meeting were in charge of a committee composed of the following merchants: G. P. Hafer, W. G. Nagle, J. L. Miller and H. Hughes. The meeting was presided over by Dr. Gardner, who introduced Wm. Smedley, of Philadelphia, as the speaker of the evening. Mr. Smedley explained the benefits to be derived from an association of the business interests and urged the formation of an association. Remarks were made by the following: Dr. Harter, H. M. Bauzhoff, Warren Huffner and Messrs. Cuddy and Gowers, of Muncy, and the following from Montgomery: Messrs. Wm. Smith, Edw. Feldsberg, Thos. Gradey, H. Hughes, Mr. Sterner and Burgess Garrison. A motion was made and promptly carried that an organization be effected and the following temporary officers were chosen: President, Dr. Gardner; secretary, J. L. Miller. Committees on By-Laws, Membership, etc., were appointed, and then applications for membership being in order, all present handed in their names. Following the business session adjournment was made to the banquet hall, where a bountiful supper was served and a social hour enjoyed. The presence of a visiting delegation from Muncy added greatly to the pleasure of the occasion.

Montgomery has the reputation of doing things successfully and the new association will not be an exception to this rule.

* * *

Mr. Smedley addressed the Retail Grocers' Association on Monday, June 12th. There was a good attendance. This association is making rapid progress and has on its membership roll the names of about 1,200 retail grocers.

There's No Other
FLAVOR LIKE
MAPLEINE
That's why it continues to grow in popular favor.
ORDER FROM
WILLIAMS & ROOT
45-7 South Front Street
Philadelphia, Pa.
JOHN DEAN
801 Empire Building
Pittsburgh, Pa.
H. H. SIMPSON
841 Ellicott Square
Buffalo, N. Y.
CRESCENT MFG. CO.
SEATTLE, WASH.

Yeast *and* Fleischmann

¶ When your average customer thinks of yeast, she recalls the name Fleischmann.

¶ That's because these two names have been linked together for fifty years, and yeast bearing this name has established itself as clean, fresh, strong and dependable.

High-grade Goods the Popular Demand

IT is a difficult matter nowadays to sell an inferior article. Immediate results may make such a policy seem good business, but in the end your customers' confidence fails you, trade drops off, and business dwindles.

On the other hand, it is good business to sell people the high-quality goods that advertising has taught them to expect and demand. Such merchandise always affords quick turn-over that keeps your business and profits steadily growing.

National Biscuit Company products are universally known. They are constantly advertised and enjoy the confidence and good will of your customers. Sell them and you will strengthen the confidence of your customers in your business judgment and sense of fair dealing.

Spicy, crispy, snappy. Popular as peanuts at a circus. Retail for 5 cents and the nickels come rolling in fast.

NATIONAL BISCUIT COMPANY

Staple Foods Are Going Up.

A comprehensive statement showing how the prices of staple food products have risen in a year has been issued by the United States Department of Agriculture. The prices are those paid to producers in 1914, 1915 and 1916, at about the same time on a list of staples:

	May 15		June 15	
Product—	1916.	1915.	1915.	1914.
Hogs, 100 lbs	$8.37	$6.77	$6.80	$7.43
Beef cattle, 100 lbs	6.73	6.13	6.20	6.32
Veal calves, 100 lbs	8.08	7.35	7.53	7.69
Sheep, 100 lbs	6.66	5.54	5.43	4.70
Lambs, 100 lbs	8.49	7.32	7.26	6.47
Milch cows, head	60.98	58.29	58.59	59.82
Horses, head	134.00	133.00	132.00	136.00
Chickens, lb	.136	.120	.122	.131
Eggs, doz	.185	.165	.161	.172
Honey, comb, lb	.136	.132	.134	.138
do extracted, lb	.113	.107	.112	.106
Maple sugar, lb	.136	.123	.124	.122
Maple syrup, gal	1.15	1.07	1.12	1.12
Peanuts, lb	.046	.048	.048	.051
Apples, bu	.98	91	.90	1.36
do bbl	2 98	2.72	2.91	4.05
Beans, bu	3.56	2.93	2.87	2.23
Onions, bu	1.23	1.03	1.03	1.41
Cabbages, 100 lbs	1.93	2.53	2.34	2.61
Timothy hay, ton	14.50	14.74	14.33	13.67
Clover hay, ton	12.52	13.79	12.78	12 36
Alfalfa hay, ton	10.56	9.58	8.50	8.80
Prairie hay, ton	7.71	8 29	7.72	8.47
Cloverseed, bu	9.98	8.14	7.90	7.96
Timothy seed, bu	3.33	2.75	2.65	2.23
Alfalfa seed, bu	10.70	7.01	8.31	6.83

We would be pleased to have for publication in this column the ideas of our readers upon trade topics, it being understood that we do not hold ourselves responsible for any views expressed therein. All communications must be accompanied by the writer's name and address as an evidence of good faith, but not necessarily for publication. All inquiries within our power to answer will also be noticed in this department.

Selling Pickles Direct.

New Castle, Del., June 23, 1916.
To the Editor.

Dear Sir:—Can you tell me of some other house beside Heinz Co. that sells sour pickles and the little sweet pickles?

Thanking you for an early reply, I remain,

Yours truly,
J. B. Platt.

We believe no other large pickle house sells the retail trade direct.

* * *

Produce Commission Merchants Who Sell Consumers.

East Greenville, Pa.,
June 20, 1916.

To the Editor.

Dear Sir:—Why is it that some produce commission merchants belonging to the National League of Commission Merchants' of the United States sell to private parties? Is there no way to stop it?

Yours truly,
C. M. Hertzog.

Our observation is that all commission merchants will sell consumers direct, and they claim that the consumer's trade is a highly necessary outlet for a large percentage of the stuff. There is absolutely no way to stop it, if the commission merchant doesn't want it stopped. It rests entirely with him.

* * *

Wanted—A Name for a Store.

Frackville, Pa., June 15, 1916.
To the Editor.

Dear Sir:—I would like to ask you to help me decide on a name for my store as I want to give it a name. Kindly submit a list to me for selection. I am a subscriber to your paper.

J. F. Lawler.

We feel sure that Mr. Lawler would appreciate any suggestions which other readers of this paper cared to give him. He does not tell us whether it is a grocery or a general store. We don't feel as if fancy names for a store were much of an advantage. We would much rather have our store called "Lawler's Store" than the "Busy Bee" or something like that. Notice that almost none of the master merchants of the country use anything but their own names. "Wanamaker's," "Gimbels," "Lord & Taylor's," "Marshall Field's" and so on. They all work to get the store known by the name of its owner.

* * *

Subscribers, Please Answer This.

Allentown, Pa., June 21, 1916.
To the Editor.

Dear Sir:—We have a question to ask, and while it may seem a peculiar one, if you can give us the information, we assure you it will be highly appreciated.

We are trying to make up a list of the 25 leading articles sold in a retail grocery store, different articles such as soap, salt, etc. What are the 25 articles that are sold and called for the most, and in what order? Which of these are called for the most and so on?

Yours very truly,
L. F. Grammes & Sons.

We have written this correspondent that the answer to the query depends somewhat on the locality of the business. We have also said that we believed we could get the best answer from subscribers, and we would appreciate it if some of the readers hereof would submit lists.

* * *

Waste Paper Balers.

Union Bridge, Md.,
June 20, 1916.

To the Editor.

Dear Sir:—Please advise us the names of some manufacturers of waste paper balers, and oblige,

Respectfully,
C. E. Engel & Co.

Buckeye Baler Co., Findlay, Ohio; Davenport Mfg. Co., Davenport, Iowa.

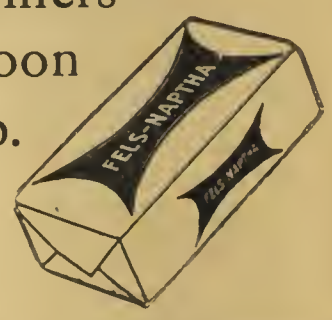
DO YOU USE PREMIUMS?

If you do, don't fail to consult the directory of premium manufacturers which is regularly published in this paper. You can get anything in the premium line from them at manufacturers' prices.

No clerk

be he ever so inexperienced, would attempt to sell customers other soap when they ask for **Fels-Naptha.** He would soon lose trade for his employer, and automatically lose his job.

Recommend only **Fels-Naptha** soap, as it is the best; and uninjurious to fabrics.



Established 1808

FINE CATALOGUE and COLOR WORK

John R. McFetridge & Sons

Printers and Publishers

927 ARCH STREET
PHILADELPHIA, PA.

Clicquot Club

Pronounced Klee-ko

Made in America **GINGER ALE** *Best in the World*

TO THE TRADE—No. 5

EXPERIENCE: A grocer in New Jersey started a few years ago with a small order of Clicquot Club Ginger Ale. In 1914 his order was for 300 cases; in 1915 it was for 350 cases, and for 1916 his advance order is for 450 cases.

A grocer in a small Massachusetts town started a few years ago with a small order of Clicquot Club. In 1915 he ordered 100 cases, and for 1916 he has ordered 200 cases.

A grocer in Washington, D. C., who ordered 500 cases in 1915, has ordered 1,000 cases for 1916.

These are just a few "samples" out of literally thousands of instances where Clicquot Club business has built itself up through the popularity and quality of the product and the enterprise of the grocer. Any live retailer anywhere can get similar results if he will let his customers know that he carries Clicquot Club. When volume gets up into the hundreds of cases the total profits become something worth praying for.

We shall be glad to give you the names and addresses of the grocers whose experience is quoted above

THE CLICQUOT CLUB COMPANY, Millis, Mass.

Where to Get Premium Goods

The "Modern Merchant and Grocery World" receives so many inquiries as to where subscribers can obtain premium goods of various sorts, that for the convenience of its readers it has compiled a little directory of responsible houses from which any sort of goods listed can be obtained direct.

Advertising Novelties.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Aluminum Cooking Utensils.

Aluminum Products Co., La Grange, Ill. (tf)

American Aluminum Mfg. Co., Lemont, Ill.

Buckeye Aluminum Co., Wooster, Ohio.

Aluminum—Wire—Metals.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

China.

Saxon China Co., Sebring, Ohio.

Clothesline Reels and Vacuum Cleaners.

Feeny Mfg. Co., 1300 E. Washington St., Muncie, Ind. (21)

Cutlery and Optical Goods.

Singer Brothers, 82 Bowery, New York City.

Egg Separators, Strainers, Pancake Turners.

Wm. P. Perkins, 116 Nassau St., New York City.

Electric Novelties.

Interstate Electric Novelty Co., 29 Park Place, New York City.

Enameled Cooking Utensils.

Republic Stamping and Enameling Co., Canton, Ohio.

Goods of Every Description for Every Purpose.

Novelad Sign Co., 236 Chestnut St., Philadelphia. (19)

Household Specialties.

United Royalties Corporation, 1133 B, Broadway, New York City. (18tf)

Jewelry.

Clark & Coombes Co., 162 Clifford St., Providence, R. I. (11)

Kitchen Cabinets and House Desks.

Buchanan Cabinet Co., Buchanan, Mich. (24)

Pens and Pencils.

Pencil Exchange, 69 Fleet St., Jersey City, N. J.

Post Cards, Etc.

Mail Dealers' Wholesale House, Chicago, Ill. (tf)

Wire and Metal Goods Novelties.

Rockwell-Clough Co., Alton, N. H.

Wooden Package Handles.

Wm. P. Perkins, 116 Nassau St., New York City.

A Lesson in Buying By Me.

I know a fellow who if he don't look out is going to fail. I told him so last week. If he does fail, he'll fail without any reason at all except his own blame foolishness.

I don't mean he ain't tending to his business. Nothing like that. He tends to it night and day—right on the job all the time.

The trouble is that he's so choked up with stock that he can't turn around. Almost every blamed cent he's got is in his stock. He's poor.

He's trying to work out of it now by asking some of the people that loaded him up to take some of the stock back, but there ain't anything to that. I don't blame 'em at all for not doing it. They didn't load him up—I mean they didn't put anything over on him. He wanted to buy big so as to get the price.

This fellow is dippy about the chain stores. He has three of 'em right near him and they cut into him a good bit, no doubt about it. For two years he's been scheming to find a way to get at 'em and at last he thought he had it.

Instead of buying in one case lots, and some stuff in five case lots, he'd buy in ten and twenty-five and get a better price. Get pretty near as good as the chain store got, he thought.

"Nothing to it!" I said when he told me. "This business ain't going to stand anything like that."

He does about $500 or $600 a week. A good little business, but he ain't a 25-case buyer or nothing like it.

"I don't see why there isn't something to it," he said. "What's the difference whether I buy five cases of something I sell every day, or twenty-five cases? It'll only take a little longer to get rid of it, won't it?"

"Five times as long," I said, "and you do a credit business. You can't tie everything you've got up in stock. You've got to have some ready coin in your clothes to buy stuff you can buy ahead, like stuff that's going up and down all the time."

"I'm going to give it a try-out anyway," he said. "I can always get rid of it if I have too much."

That's what he did and he tells me he's got nearly a $4,000 stock on hand to-day. He ain't got enough money to keep him comfortable, and his bank just told him they wouldn't lend him anything because they thought he had too big a stock already.

He's plumb up against it.

What would you do if you were in a hole like that?

When he told me about it—although I knew it by the way he was paying his accounts—I never once said I told you so. Ain't it an awful big temptation to say that, though, when you see something coming right out like you said it would? But I never opened my trap. What I told him was, he'd have to get rid of some of his stuff. That was the only thing *to* tell him, wasn't it? It's a plumb ugly thing to have to get rid of your stuff by shoving it down people's throats.

It means a cut price sale, that's what it means. And chance is he can't do much even with that, for his town's mostly Quakers. You can't make Quakers froth at the mouth much with a cut price sale. He'll go ahead and cut the gizzard out of a bunch of stuff and only do one thing—he'll ball everything up in his town and get the chain stores biting at him and it'll take years, maybe, to get back.

Still, that's what he's got to do or bust.

"Maybe you could find somebody else in the retail business who would take some of it off your hands," I said. "I'd a thundering sight rather cut the price that way than cut it to my customers. There ain't any come-backs that way, and you make all your loss right away."

Why he's got double the stock he ought to have.

"And how much after all did you save buying that way?" I said.

"I'll bet I saved five per cent. anyway," he said.

"Fine," I said, "if there wasn't any string to it, but it ain't much comfort to go bust making five per cent. extra, is it? And you ain't got the five per cent. either until you've got the goods sold."

I didn't tell you that some of the stuff went bad on him, did I? He was dippy enough to buy a lot of cereal stuff.

I tell you, if I was in the retail business, I'd buy little and often. Even if you have to pay a cent or two more, it keeps your stock rolling and it's a good stunt.

THE STROLLER.

Learn From These Rules.

The "Modern Merchant and Grocery World" has always contended that the average retailer could learn much from a chain store, since the latter systematizes its business to the limit and loses no tricks that it can see. We therefore reproduce a list of rules for clerks used by one of the most successful chain store systems in the country:—

1. Clerks must be at counters at 8.25 A. M.
2. Report by number at office mornings, noons and Saturday nights before going to counters.
3. All fronts of counters must be cleaned at 8.35.
4. Shopping allowed between 9 A. M. and 10 A. M., purchases to

Selling Talks With Clerks

BY A MAN WHO HAS BEEN ONE

Conducted by W. E. SWEENEY, Manager for L. Lehman & Co.'s Department Food Store, Dover, N. J.

Dispatch.—Briefly, the word "dispatch" means to finish quickly. It is a very important word in business and special regard for it expedites matters often that might otherwise consume unnecessary time.

The application of this word can be very profitably applied in our conversation. I wonder whether you ever recall long-drawn talk with people with whom you come daily or nightly in contact? Nothing can be more exasperating for the busy chap with the dispatch idea than the slow-talking man who says, "I'll begin at the beginning."

* * *

Get back a bit and listen to some things you related recently and find out whether *you* yourself are a beginner at the beginning. If you are, it's a good way to see yourself as others see you. If you are a buyer and haven't acquired the dispatch habit, you are still in the fifth grade—of "Buymanship."

The other day we listened to a fellow who was trying to buy ten cases of eggs. Had he known his business the purchase could have been made in three minutes. It took him nearly twenty.

* * *

It's bad enough to waste our own time, but we have no right to waste the time of three individuals at one strike—you, the boss and the other fellow.

It's well enough to inquire of your customer sometimes if all's well at home, but that doesn't mean that you are to get a health report of the block, the church and the Sunday school.

Some women have that habit.

But if you are a good dispatcher they won't play it on you.

When you go to collect a bill, bear in mind that that isn't the time nor the place to discuss the work of the pitcher for the Giants.

When you are known as a young man of dispatch, you will be trusted with work that demands quick, decisive action. If you are long-winded and at the tail end of your tale you say something about the errand upon which you were sent, depend upon it, you won't be sent often.

* * *

Here's a funny illustration of dispatch, but it's as effective as it's old.

Mike Finnigan was boss of a laborer gang on the N. Y. Central. One time a train got derailed. Mike wrote a very lengthy report, going into every detail. The superintendent told him that hereafter he must try to be more brief in his accident reports. It happened that a few days afterwards he had to report a similar occurrence. This was how he did it: "Off again, on again, gone again.—Finnigan."

20 Per Cent. Ice Saving Guaranteed If You'll Do What We Say

Buy a **Howe Refrigerator** with a double air-lock door. We will prove to you before you buy that this will save 20 per cent. on your ice bill as compared with ordinary refrigerators.

There are plenty of good refrigerators, but they use too much ice. Any grocer who uses more ice than the **Howe Refrigerator** uses is paying too much for his refrigeration, because he can't possibly get better refrigeration than the **Howe** gives him, and from most refrigerators not as good.

If you want some useful information about refrigerators, write us now.

Howe Scale Co.
508 Market St.
Philadelphia

be marked on shopping slip at counters and goods wrapped and paid for at office. Goods may be charged to be taken out Saturday night if desired.

5. All goods must be wrapped; goods not wrapped are to be paid for. Wrap goods for no one unless money is paid to you for same.

6. No goods are to be taken from stock for use in cloak room or at counters without permission. Inquire at office.

7. All packages or money belonging to clerks must be left in drawer provided for same at office.

8. Positively amount purchased must be properly registered and change given to customers before goods are wrapped.

9. The "No Sale Key" on registers must not be used except when change is brought from office.

10. Any errors made in giving change must be reported to cashier immediately.

11. Packages and change must be handed to customers and not laid on counters.

12. Clerks, upon receiving money from customers, must repeat the amount received so customer will hear it; also when handing customer change count same to them. Any clerk found failing to comply with this on complaint from customer will be obliged to make good all claims.

13. Any goods broken by clerks must be reported at office at once.

14. Keep proper sizes of wrapping paper at counters at all times. Never use a larger size paper or more twine than is necessary to wrap and tie packages properly.

15. Paper and twine with other goods on stock order give size of paper and envelopes wanted.

16. Clerks are forbidden selling goods to employees at any time. Purchases made during dinner and supper hours must be made from assistant or manager.

17. No clerks shall absent themselves from the store, except in case of sickness, or leave the store at noon with the intention of not returning without notifying the manager or assistant in case of manager's absence.

18. Clerks not reporting the day after any holiday will lose pay for both days.

19. In case of any excitement in street or store, no clerk shall leave his place.

20. Always be ready to wait on customers at once; leave all other work.

21. Clerks are to attend to all customers within their reach.

22. Never talk back or argue with a customer. Call assistant or manager; let them do the arguing.

23. Should any stock become damaged or broken, put same with understock to be collected.

24. Clerks are positively forbidden to have their friends or relatives call on them at the store, as visiting will not be allowed.

25. Change or package left must be sent to the office at once.

26. Persons wanting money changed must be sent to the office for same.

27. Call for packages must be marked with customer's name; also number of packages (if more than one) marked on each package. Same to be stamped at office and left at tinware counter in charge of saleslady.

28. Customers wishing goods delivered to be sent to office for Delivery Pad; when pad is brought to counter make list of purchases on pad and hold goods to be collected.

29. Positively no gum chewing allowed.

BURK'S

Meat Loaf

SEASONABLE THROUGHOUT THE YEAR

Composed entirely of fine selected meats—contains no flour or cereals. Baked fresh daily in loaves of about six pounds.

Makes a quick and delicious breakfast sliced and fried in a little butter.

Can also be served cold for luncheon, cut in thin slices or warmed in the oven in one piece to take the place of a roast.

BURK'S

Lunch Roll

(Copyrighted)

SUBSTITUTE FOR BOILED HAM

Composed of lean, tender pieces of pork, mildly cured, stuffed in linen container and boiled.

Far superior and more delicious than boneless boiled ham, being juicy, mild and sweet; also less expensive and not near so wasteful—in fact no waste at all. Much finer in texture and just as easily sliced, or more so, as this can be done in a slicing machine.

The cover is readily removed by cutting the seam and then stripping off the sack as the roll is consumed. This prevents it becoming dry and is a sanitary feature that appeals to the consumer, as it keeps the product clean while displayed on the counter and untouched by hand while slicing, a vast improvement as compared with handling the greasy, unprotected boneless boiled ham.

MEAT LOAF and **LUNCH ROLL** were originated by us, now imitated by others, but none equal to Burk's, which are prepared from only the choicest materials.

LOUIS BURK

Girard Avenue and Third Street
PHILADELPHIA

No. 369.—Helping Somebody to Forge Your Check.

Springfield, Ohio.

In a recent article of yours on a bank paying out a depositor's money on a forged check, you said that the bank was responsible unless the depositor had in some way of carelessness left the way open for the forger to work. In that case the bank was not liable and the depositor would have to stand the loss himself. This is not entirely clear to me, and for the good of your many readers, will you please make it a little clearer just what it is that a depositor must do before a bank can refuse to pay back money paid out on a forged check.

ELLIOT & Co.

What I said in the article referred to was substantially this: That a bank's contract with a depositor whose funds it holds, in trust, is to pay out those funds only on a cheek signed by the depositor himself. If a check is presented to which the depositor's name has been forged, it matters not how cleverly, the bank must not pay out money on it, and it is no excuse that the forgery was so perfect as to deceive everybody. If it is not the depositor's signature, that is enough, and the bank can always be forced to make good—unless the depositor, by being negligent in some way, has opened the door for the forgery to occur. Then the loss is the depositor's own.

For instanee, if a depositor who made out a check for Sixty Dollars, wrote the word "Sixty" so far over on the line where the sum goes that a forger had plenty of room to write the words "One Hundred and," before Sixty, he would be held guilty of negligence in that he gave the forger a prime opportunity to get in his work.

Leaving signed cheeks carelessly around so that somebody can fill one up and get it cashed is often done, and the courts always hold that a depositor cannot recover from the bank where such a check is presented and paid out of his account. I remember a case where a business firm had one of its heads sign a lot of checks ahead. The check book would lie around on the desk, no particular effort being made to safeguard it, and at times no one would even be in the room. One day a check was stolen from the book, filled in and cashed by a nearby concern that had often as a matter of accommodation cashed the first concern's checks. Bear in mind that this was not the ordinary case of forgery, for the depositor signed his name himself.

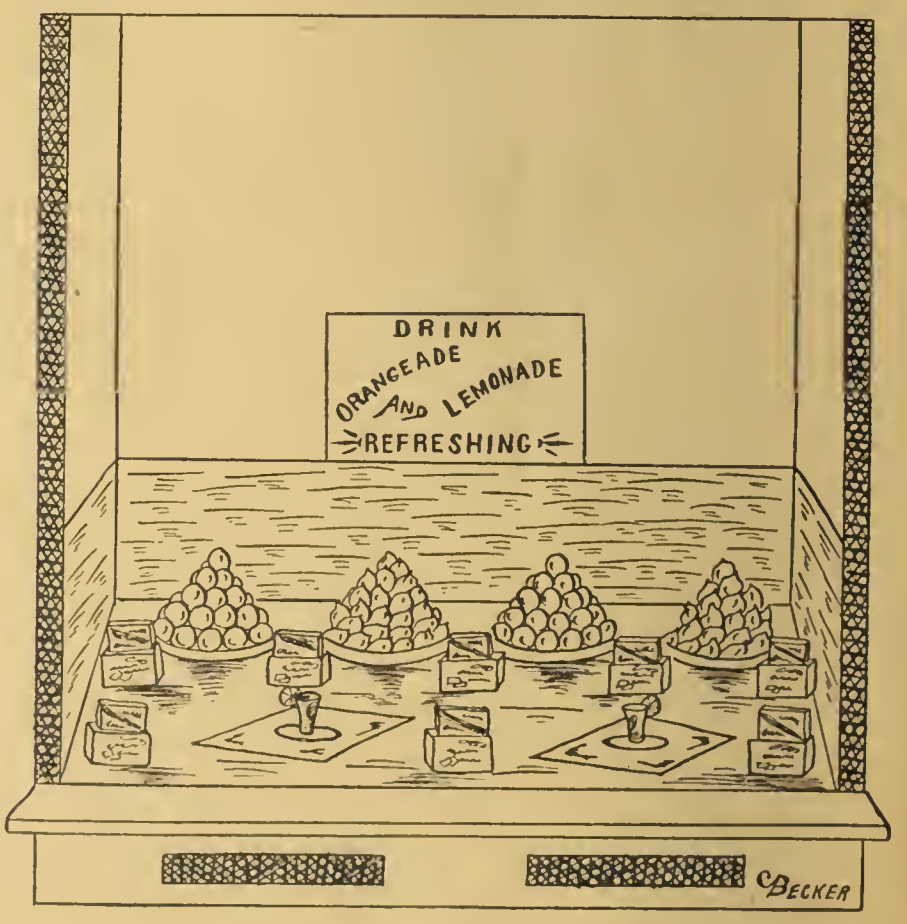
The first concern learned of the thing before the check had actually been paid by its bank, and it instructed the bank not to pay, on the ground that it had never issued the check and that same was forged. The concern which cashed the check then begun suit to recover and succeeded. The court said that the first concern had been negligent in leaving signed checks around where thieves could get them and that therefore the loss must fall on it alone. The following is from the court's decision:—

> The element of negligence on the part of the signer also plays an important part. It is conceded that this check was signed in blank. Was there such negligence on the part of the defendant company or its agents as will permit this plaintiff to recover? The case seems to show quite clearly that the check book was left about the office in such a way that this check was, in fact, undoubtedly stolen, and as we have already seen, according to the plaintiff's undisputed testimony, the bookkeeper admitted that "it would be easy for anybody to come in and abstract one of the checks." Under all the circumstances, it seems to us in view of the character of the paper stolen, its addition as to signature when stolen, the negligence in leaving the signed checks in such environment, that theft was easy, and the apparent care of the plaintiff before cashing the check, that we should apply the rule that when one of two innocent persons must suffer by the act of a third, he who has enabled such person to occasion the loss must sustain it.

It is an exceedingly loose and dangerous thing to leave signed checks about, and even, in a lesser degree, to have them in your possession, and many are the cases where depositors have lost by it, through having such checks stolen and cashed. They always find it difficult to convince a judge that they were not careless in leaving around checks that merely needed filling out to be complete. A much better plan is to have an understudy, so to speak, to sign checks when the regular signer is absent. This is easy to arrange with the bank, and it eliminates the danger that always comes from signing a number of checks in advance.

While on the subject, I will say that another duty rests on a depositor whose checks have been forged, viz., the duty of promptly notifying the bank when he discovers it. Hundreds of depositors who learned that their names had been forged to checks, which checks had then been paid by the bank of deposit, have been kept from claiming on the bank because they had failed to notify the bank promptly. In one case the depositor waited forty days to tell the bank, and then expected the bank to pay the money

Weekly Window Display Suggestions



Orange and Lemon Display.

This is a very attractive display, yet quite simple. To arrange, cover the bottom of the window with green crepe paper. Cover four hoops or rims of cheese box lids with orange and lemon crepe paper and fill these with oranges and lemons. Place them towards the rear. In front, on two white paper napkins, place small plates, one holding a glass of lemonade and the other a glass of orangeade. Place a slice of lemon and orange on the rim of each glass and a half slice in each glass. Place a box of Nabiscos on top of a two-pound box of domino sugar and arrange these between the pyramids of fruit and between the glasses, as shown. Run a width of the green crepe paper along the sides and at the rear. At the top of this, and in the center, place a large sign card, as illustrated.

back, but the court said no. "A bank is ordinarily liable for the payment of a forged check, but the depositor whose name was forged will not be protected if he fails to notify the bank within a reasonable time after his discovery of the forgery. What is a reasonable time depends on the circumstances of each case, but 40 days after the depositor learned of the forgery is not a reasonable time."

(Copyright, June, 1916, by Elton J. Buckley.)

—

Question: M. H. Longwill, secretary Meadville Business Men's Exchange, Meadville, Pa.—When an individual comes to a hotel, takes measures for suits and a deposit therewith, and delivers them at some future time, what can we do? Do you know of a law in this Commonwealth protecting the man paying a mercantile tax, store rent, etc.? The man taking the orders precedes himself by literature, and the local merchants of course do not like this kind of business.

A few weeks ago one of the rooms in the hotel was given over to an itinerant clothing man who had a line-up of men waiting to be measured for clothing. The orders were taken at that time, a deposit made, and the clothes delivered later.

This condition prevails in numerous towns throughout the State and it is of such general interest that I believe an answer to it could consistently be made through your Legal Department columns.

Answer.—My recollection is that I discussed this subject thoroughly in an article in this department several months ago on "Taxing Salesmen or Canvassers who Come into Your Town From Outside."

The answer to the question depends on whether the concern for whom this solicitor was working is in Pennsylvania or in some other State. If it is in Pennsylvania, your borough or city government can impose a license tax on itinerant vendors. If it is not in Pennsylvania you are helpless, for the business is then interstate commerce.

—

Question: Hugh M. Haynes, Pittsburgh, Pa.—As a patron of your very valuable magazine I desire enlightment on two questions regarding collections, and will thank you heartily for your kindness.

Refcrring to the answer you gave Hans W. Dyke, of Callery, Pa., last week regarding the advertising of judgments for sale, would the following form be legal in Pennsylvania to advertise judgments for sale:—

"JUDGMENTS FOR SALE" (in big black type).

"We sell judgments by advertising—by sending circulars (like this) to business men, by means of newspapers, and by posters tacked up on telephone poles and in other public places."

"WARNING TO BUSINESS MEN."

"Below is a list of judgments that we have obtained recently against persons with whom you may be dealing or who may apply to you for credit."

"The judgments show that they have failed to pay others. You may be pretty sure they will not pay you."

"ALL OF THESE JUDGMENTS ARE FOR SALE."

(Here would be inserted a list of actual judgments together with some dummy judgments, giving name, address, amount of judgment and nature of account—groceries, etc.)

Would it be legal in Pennsylvania to send to each person after judgment is obtained a printed card or typewritten letter worded as follows:—

"We have an unpaid judgment against you.

"We hand you herewith our report of such matters, which we send each week to local merchants. How do you think your name would look on this?

"This report goes out each Wednesday. If you will call and adjust this, or make arrangements for its adjustment, on or before Monday of next week, we will not put your name on this report.

"For the sake of your good name and reputation, we trust that you will give this your immediate attention."

Answer.—I regard this plan of offering judgments for sale as dangerous and illegal. The law permits you to offer the judgment for sale and to give all necessary information about it, but it does not permit you to discuss the matter, or to express the opinion that the judgment debtors will beat other merchants.

—

Question: * * *, Bethlehem, Pa.—I would like to know if there is a law to prevent me from going to a customer's house, against whom I have a bill, with a constable and a sufficient number of appraisers to make a levy without bringing suit? The object is to save expenses if there is not sufficient property and to take chances of collecting bills without suing.

Answer.—It would be absolutely illegal to do such a thing, and you could be mulcted in heavy damages. Don't think of it even if you could get a constable to do it, which I very much doubt.

Some Intimate Facts About Jell-O

The waxed-paper bag inside the Jell-O carton affords absolute protection to the contents against moisture and atmospheric conditions.

It is air-proof and moisture-proof, keeping the Jell-O always pure, clean and sweet.

The Jell-O in every package is *fresh*, whether made yesterday or many months ago. It does not lose its flavor or grow stale.

The last package of the dozen on the grocer's shelf is as fresh and sweet as the first.

From start to finish the operation of "putting up"

JELL-O

is an interesting one. Wonderful automatic machines perform it—each completing a package of Jell-O in two seconds—from making the waxed-paper bag and filling it with Jell-O, to putting the filled bag and a recipe folder in the carton and closing and sealing it.

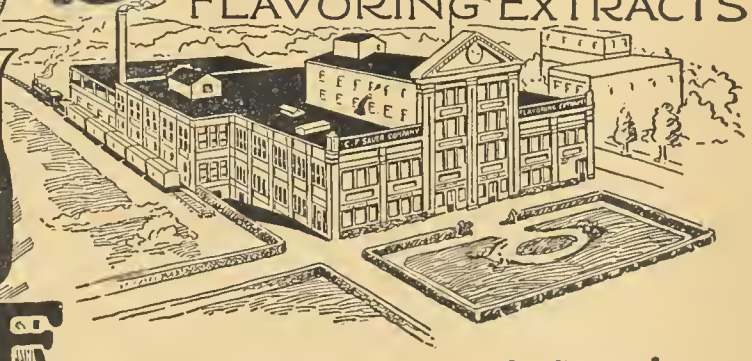
It is all very sanitary and very satisfactory.

The seven flavors of Jell-O—all pure fruit flavors—are Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate.

THE GENESEE PURE FOOD CO., Le Roy, N. Y., and Bridgeburg, Ont.

PANAMA PACIFIC INTERNATIONAL EXPOSITION
GRAND PRIX
THIS AND FIFTEEN OTHER HIGHEST AWARDS AND MEDALS AT AMERICAN AND EUROPEAN EXPOSITIONS

SAUER'S
PURE FLAVORING EXTRACTS



FOUR solid carloads of Sauer's Extracts just shipped to different parts of the country—North, East, South and West. Sauer's is the one flavoring extract sold in large enough quantities to justify carload shipments.

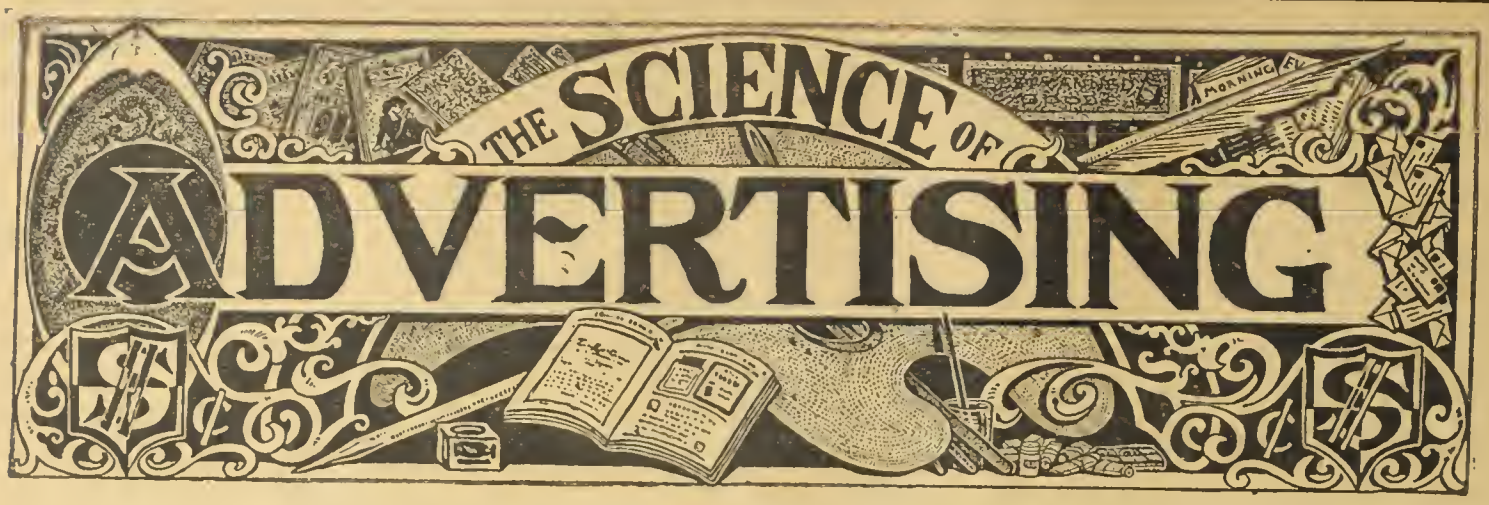
The Grand Prix at the Panama-Pacific Exposition was awarded to Sauer's Extracts in competition with seven other brands. This was the greatest endorsement ever given an extract for purity, strength and fine flavor.

Sauer's is the largest selling brand in America.

The sanitary glass-stoppered bottles in which Sauer's F. F. V. Extracts are sold preserves indefinitely the fine fruit flavor, and makes ready sales.

SAUER'S F. F. V. Brand of Flavoring Extracts are all extra strong, delicious, pure fruit flavors, and made from highest grade vanilla beans and fresh ripe fruit. Cost no more than ordinary brands.

The C. F. Sauer Co., Richmond, Va.



Clinton, Mass., June 5, 1916.
Editor "Science of Advertising."

Dear Sir:—Inclosed please find some recent advertisnig for your "Science of Advertising" Department.

Yours truly,
Jos. McGown & Son.

McGown & Son are using newspaper space about 6 ½ or 7 inches double column. They send me three advertisements, of which I reproduce the one which I consider the best:—

Cheaper Than Good Butter

Better Than Cheap Butter

Made in the most sanitary manner known, of pure sweet cream and pure oil extracted from the choicest of beef suet. The workers change all their clothing for clean white uniforms and everything and everybody in Swift's Oleo daries are spotless. It is used on the tables of the richest as well as the workers of this country.

It's the one best spread for your daily bread.

Swift's Premium Oleomargarine

with just color enough to look appetizing and you are saved the labor and bother of working it in. In clean, air-tight, sani tary packages, that are full one pound net.

25c lb., 5 lbs. $1.20.

3,000 lbs. in one month is our best record.

SILVER FLOSS
SAUER KRAUT
white, crisp and cleaner than bulk. No odor in the house when cooking. Just heat can and open.
No 3 cans **10c**, 3 for **25c**.

Asparagus on Toast
makes a dainty, delightful, easy dinner or supper.
"Libby's" Asparagus Tips
are just the tenderest, sweetest part of the stalk; melts in your mouth
Full length stalks..**30c** can.
Just the Tips .....**20c** can.

McGOWN, The Grocer
'Phone 54.

McGown & Son are doing, I think, pretty good advertising and they ought to see some daily results, provided they are advertising in a proper medium. I notice a strong tendency, through all the advertisements they send me, to confine themselves to nationally advertised goods. They include some other things, but most of their offerings are well known articles like Swift's oleo and Libby's asparagus. I believe in advertising nationally exploited brands, but I don't believe, as I explained a few weeks ago, in spending a whole lot of money and time talking about them, for the manufacturer has undoubtedly done that in his own advertising. I should say that I kept them, and pretty nearly let it go at that.

* * *

I want to point out a fault in the advertising of Swift's oleo here which is pretty general in oleomargarine advertising—the statement that oleomargarine is used as much by the rich as by the poor. I do not believe that to be the fact and I don't believe that any consumer who reads it will believe it to be the fact. Rich people use or try to use the very best butter they can buy. Why should they do anything else? They cannot be attracted to oleomargarine on the score of economy, and of course they would not like it *any better* than fine butter, so it would really have no talking point for the most of them. It has always seemed a mistake to me to advertise oleomargarine in this way. My own view is that manufacturers and dealers ought to take this attitude toward the use of oleomargarine: "Oleomargarine is in every way as good as butter. It is as clean, as pure, as wholesome. And it is very much more economical. But all the same, if we could afford it, we should use the finest butter. Rather than use anything less than the finest butter, we should use high grade oleomargarine, for it will give much better satisfaction." This seems to me to be the strongest argument, because it is the most logical and will appeal more to people's sense of what will be done and what ought to be done.

NOTE.—This department is devoted to the criticism of advertising matter sent in, to the devising of new advertising ideas for special occasions, upon request, and to the suggesting of original advertisements when data is supplied. All communications sent for this Department should be addressed to the Editor of Science of Advertising. They will be taken up in strict rotation.

The Week's Dry Goods Business.

Marshall Field & Co., in their weekly review of the dry goods trade, say:—

Current wholesale distribution of dry goods has been much in excess of the corresponding period of a year ago.

Road sales for both immediate and fall delivery show good gains over the same week last year.

Merchants have visited the market in much larger numbers than during the same period a year ago.

Collections are satisfactory.

The market on wool goods is strong, and prices are advancing.

ASSOCIATION NEWS.

National Wholesale Grocers' Association.

The National Wholesale Grocers' Association, at its convention in Boston, elected the following officers:—

President, Theodore F. Whitmarsh, Francis H. Leggett & Co., New York City.

First vice-president, W. C. McConaughey, The Star Grocer Co., Parkersburg, W. Va.

Second vice-president, P. C. Drescher, Mebius & Drescher Co., Sacramento, Cal.

Third vice-president, D. C. Shaw, D. C. Shaw & Co., Pittsburgh, Pa.

Fourth vice-president, George W. Ferguson, Downing, Taylor Co., Springfield, Mass.

Fifth vice-president, O. J. Moore, The C. Shenkberg Co., Sioux City, Iowa.

Treasurer, Joseph Seeman, Seeman Bros., New York City.

Secretary, Alfred H. Beckmann, New York City.

President Whitmarsh appointed the following Executive Committee: O. C. Mattern, W. M. Hoyt Co., Chicago; Warren Goddard, Goddardh Grocer Co., St. Louis; B. B. Cushman, National Grocer Co., Detroit; Jos. W. Bragdon, Winston-Harper-Fisher Co., Minneapolis; Chas. Feilbach, the Feilbach Co., Toledo; Edward Cumpson, T. & E. Cumpson, Buffalo; Clarence E. Hanscom, Delano, Potter & Co., Boston; James Hewitt, H. Kellogg & Sons, Philadelphia, and E. D. Crane, Reynolds, Davis Grocery Co., Fort Smith, Ark.

Among the resolutions adopted were the following:—

Resolved, That we continue vigorously to oppose all attempts on the part of certain interests to secure the enactment of discriminatory legislation in the various States that would prevent the sale of the ordinary household remedies by retail grocers and other general merchants.

Favoring the adoption of the metric system and urging its use on package goods as an educational influence.

Favoring a law to make those responsible for carelessness resulting in fires and damage to neighboring property liable for the cost of extinguishing the same.

Protesting against the adoption by California packers of a new contract, without consulting the buyers' wishes.

Favoring honest advertising laws.

Favoring cost accounting education and commending the establishment by the association of an educational director to pursue cost analysis and educational propaganda.

Approving the proposed coffee education campaign of the National Coffee Roasters' Association.

Wording of stamp of the American Specialty Manufacturers' Association

Facsimile of stamp of Philadelphia Association of Manufacturers' Representatives

This is from Life.

"Here's a specialty order that hasn't got a stamp on," said a well-known jobber the other day. "Hold it out, and let the salesman take it out next trip and see if Jones (the retailer) wants it."

But meanwhile Jones may need the goods badly. You can't blame the jobber, because he has been stung so often by unstamped and worthless specialty orders, which retailers refused to accept when they were delivered, that it is natural if he wants to play safe.

If the order had carried a stamp, is would have gone through without question, for the jobber would have been sure. Don't sign specialty orders unless they have one of the above stamps on. They are more bother than they're worth.

THIS IS THE ADVERTISEMENT OF

Franklin Sugar Refining Co., Philadelphia, Pa.
Shredded Wheat Co., Niagara Falls, N. Y.
Fels & Co., Philadelphia, Pa.
Puritan Food Products Co., Inc., Chicago, Ill.
Seaboard Rice Milling Co., Galveston, Texas
Hills Brothers Co., New York, N. Y.
B. J. Johnson Soap Co., Milwaukee, Wis.
Scott Paper Co., Philadelphia, Pa.
Franklin Baker Co., Philadelphia, Pa.
Philadelphia Match Sales Co., Philadelphia, Pa.
Chas. W. Young & Co., Philadelphia, Pa.
Frelhofer Baking Co., Philadelphia, Pa.

The Subscribers' Bargain List

Have you got any goods you don't want? Anything—canned goods, groceries, hardware, dry goods, anything at all that's in good condition, but won't sell for *you*.

If you will make a price on it we can possibly sell it for you in a hurry. Write us about it, stating the quantity, condition and your best price. You might give the original cost, too. We will give it a key number and offer it to our 4,000 subscribers. Your name will not appear unless you want it to. All sales ought to be on a cash basis.

The point is that what won't sell for you may be in everday demand for somebody else, who will be glad to get your stock of it at a bargain.

There will be no charge for this service anywhere—we do it to help along.

Address Communications to
EXCHANGE DEPARTMENT, Modern Merchant and Grocery World
927 Arch Street Philadelphia, Pa.

Offer No. 111.

I have five gross Stewart's Magic Washing Crystal, 99 9-10 pure, the best thing for washing all kinds of clothes. Each dozen is pasted on a neat sign, having a nice advertisement concerning this Crystal; also having 12 samples. Each package is marked 10 cents.

The wholesale jobbers ask 90 per dozen, $10 per gross.

I will ship to any place, freight paid, one dozen at 90 cents, and give a half dozen free, or one gross at $7.

A wideawake merchant should grab this opportunity, as it nets you 50 per cent. profit.

HARRY BARSKY,
2300 Carson St., Pittsburgh.

Offer No. 114.

Twenty-nine packages Nesnah Desserts, assorted flavors, vanilla, chocolate, raspberry, orange and lemon. Guaranteed by Food and Drugs Act, June 30, 1906. First-class condition. Will sell same at 5 cents per package of 3½ ozs. each.

Also 24 pairs ladies' shoes, sizes from 2½ to 5½; all lace shoes; nice, clean stock; widths mostly E; shoes that retailed from $1.50 to $2.50 per pair; the only objection is the lace in this neighborhood.

Three ladies' black shirtwaists, fancy, different sizes.

Seven ladies' white fancy shirtwaists, different sizes; give offer.

Also nine dressing sacks, black, with polka dot; size 34; clean stock; give offer.

Six skirts, with waists to match; four dark blue, with polka dot, and two black, with polka dot; give offer.

If interested in any of the above, address Box 46, Fleetwood, Pa. Anything shipped C. O. D.

O. H. HEFFNER,
Fleetwood, Pa.

Offer No. 116.

We have for sale one three-horse power water motor, in perfect order; suitable for coffee mill, printing press, lathe, etc.; cost $100, will sell for $25, f. o. b. Clinton, Mass. We have installed electric power.

Jos. McGOWN & SON,
Clinton, Mass.

Offer No. 117.

We have twenty-eight 25-pound pails of Federal Stock Food, and also twenty-eight 25-pound pails of Federal Poultry Food that we would like very much to dispose of; the selling price is $3.50 per pail; we paid $2.75 per pail with free goods; we will sell to any party at the price of $1.60, freight prepaid, or else if a party will take the whole thing, free goods and all, we will give the whole shipment for $100; free goods being eight auto harps, ten sets Santo dishes and seven pails of foods, assorted.

J. MASQUELIER & BRO.,
McDonald, Pa.

Offer No. 118.

We have on hand an Overland auto body and top off a 1913 car, nearly new. The auto top is in the best of condition, as we only used the bottom parts and used our own top from our other auto for the new running gears. If possible, we would like to get $35 for it.

S. B. DARLINGTON & Co.,
West Chester, Pa.

Offer No. 119.

We have about one gross Diamond Dyes on hand that we would like to dispose of at market value. Could you furnish us with the address of some firm or firms that could use same to advantage?

MARSH & HERMAN,
Danielsville, Pa.

Offer No. 121.

I have for sale one 360-Account Keith System, in good condition; cost $100, will sell for $50, or will exchange for good store refrigerator.

Also have 100 cans of Ammo (10-cent seller); will sell for 5 cents per can.

Also 50 pounds of Black Tea. Make me an offer.

J. S. LYDIATT,
419 Penna. Ave., E., Warren, Pa.

Offer No. 122.

As I am closing out the paint business, I will offer my entire stock of about 125 gallons, in gallons, one-half gallons, one-quart and one-pint cans. Most of this paint is last year's goods. Guaranteed to be in first-class shape; labels and cans as good as new. It is Harrison's Town and Country paint, one of the best paints known. All A No. 1 shades, guarantee them salable colors. Write for price and color card, as it will be a bargain for some one.

W. H. MEISENHELTER,
29 W. Philadelphia St., York, Pa.

Offer No. 123.

A National Cash Register, like new, that registers from 1 cent to $9.99; has three drawers, also a device for throwing out profit sharing receipts, an excellent substitute for trading stamps: will include about twenty rolls of sales strip paper and six rolls of detail paper, all for $175 cash, f. o. b. Reading.

ELMER E. M. YEICH,
738 N. Sixth St., Reading, Pa.

Offer No. 126.

I have twenty cases of Royal Quality Evaporated Apples; will sell for 4 cents a package, there being 48 packages to each case; this year's stock; can buy as much as you like.

C. WISNESKI,
924 S. Third St., Camden, N. J.

Offer No. 128.

500 boxes Rennet Powder, boxes of one dozen 10-cent bottles; made in London, England. Make best offer. Sample can be seen at this office, 927 Arch St., Philadelphia, or will mail one box on receipt of 70 cents in stamps.

ROBERTSON,
286 Greenwich St., New York City.

Offer No. 129.

We have on hand 75 cans choice French Mushrooms, Bandor Brand, and 4 cases Panama Brand, 1-pound flat cans, Tuna Fish, white meat. Will sell all or part, the mushrooms at 35 cents per can and tuna fish at $2.25 per dozen, f. o. b. destination. Cash must be accompanied with order.

KEYSTONE CASH GROCERY Co.,
Wilkes-Barre, Pa.

Offer No. 130.

We have 28 bottles of Alexander's Liver and Kidney Tonic which we would like to dispose of, as we are not in the drug business. This tonic cost us $8 a dozen, but in order to dispose of it and make room for other goods we will take $5 a dozen.

L. M. LAUGHLIN & SON,
Main St., Waynesburg, Pa.

Offer No. 131.

Five dozen three-wire hoop wooden buckets, slightly shop worn, cost $1.80 per dozen, will sell for $1 per dozen.

One Mill's Monitor 40-quart ice cream freezer and ice crusher complete, with direct current motor, two horse-power, four 40-quart porcelain lined cans, one 40-quart mixing can, with gauge; the entire outfit cost $330; it was only in use one month and is as good as new; we will take $125.

THE KUHN Co.,
Wilkinsburg, Pa.

Offer No. 132.

Five cases Dunham's Cocoanut; 5-cent size, 23 cents per pound; 10-cent size, 22 cents per pound; 20-cent size, 21 cents per pound; 40-cent size, one pound each, 20 cents per pound. Good, clean stock. Will exchange for a coffee mill, either counter or alternating current.

HYATTSVILLE GROCERY Co., INC.,
Hyattsville, Md.

Important Notice to those Advertising in the Exchange Department.

If the goods advertised do not move after four weeks, will the owner kindly notify us, so that the offer may be discontinued? We desire to keep the department as clean and fresh as possible, and if goods don't move in four weeks, they will probably not move at all.

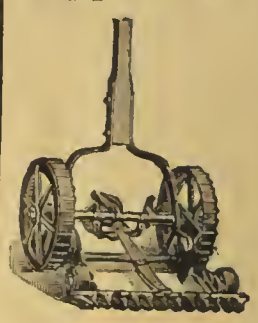
Window Displays Made Free

¶ We are building up a big demand for **Chase-O** by hundreds of posters, walls, bulletins, throughout this territory. A window display in your store (we will make it for you) will connect your store with our advertising. Will you write us?

¶ **Chase-O** washes clothes almost alone. It is wonderful. Your jobber.

CHASE-O MFG. CO.
Hancock and Columbia Ave., Philadelphia, Pa.

Clipper Lawn Mower



The Mower that will kill all the weeds in your lawn. If you keep all the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass becomes thick and Weeds disappear.

The Clipper Will Do It

Dealers Spot Cash Prices

No. 1.	12-inch	$ 4.50
No. 2.	15-inch	5.00
No. 3.	18-inch	5.50
No. 4.	21-inch	6.00
Pony Mower, 24-inch		13.50

The Dixon Lawn Mower

12-inch $4.50 14-inch $5.00 16-inch $5.50
18-inch $6.00 20-inch $6.50

Patent Thrust, Ball Bearing, Guaranteed in Every Way and Dust Proof. Both the upper and lower knives are crucible steel. Wheels are 10 inches high and the gear is on the inside rim of the wheels, giving great power and speed. The real knife is 6½ inches in diameter, has four blades. The lower bed knife is crucible lip steel and fastened to floating knife bed. This bed knife bar rests on tie rod that holds the back ends of the mower rigidly together.

CLIPPER LAWN MOWER CO.
DIXON, ILLINOIS

Read The Advertising World

for new and practical advertising ideas in various lines of trade. Its dictionary of headlines and ideas saves time for the busy grocer.

SUBSCRIPTION PRICE, $1.00 A YEAR
STAMP FOR SAMPLE
THE ADVERTISING WORLD, Columbus, Ohio

Dayton Moneyweight Scales

S. M. TEMPLETON
1313 Arch Street, Philadelphia, Pa.
District Sales Manager

This Space Reserved

for

C. Wilkinson's Sons

WANT DEPARTMENT

Answers to Want Advertisements inserted in this department may be addressed to the "Modern Merchant and Grocery World" when desired, provided the advertisement is accompanied by 10 cents in postage to pay for remailing the same. The price of each insertion is two cents per word in advance.

HELP WANTED

WANTED.—A general stores salesman who is at present employed and has held this same position for at least two years. Salary $800 to $900 per year, according to previous experience and record. Address C. E. Engel & Co., Union Bridge, Md. 7

WANTED.—Grocers' tea and coffee salesman to handle my line of store fixtures on commission. H. F. Heacock, 51 N. Second St., Philadelphia, Pa. 12tf

FOR SALE OR RENT

FOR RENT.

FOR SALE OR RENT.—One of the most up-to-date meat, grocery and sausage factory businesses in Pennsylvania; laid out for headquarters for chain stores; owner is interested in other business. Address O. W. N., care Grocery World Publication Co., 927 Arch St., Philadelphia. 7

STORES.

FOR SALE.—Grocery and meat store, best located in city of Coatesville, doing good business. Price $1,250. Stock at inventory. Retiring from business. Address P. B., care Grocery World Publication Co., 927 Arch St., Philadelphia. 6

FOR SALE.—To settle estate, the Thomas A. Kane retail grocery business at Geneva, with lease of store. Established 37 years, with large and profitable business. Address W. S. O'Brien, Attorney for Executors, Geneva, N. Y. 26

FOR SALE.—First-class dry goods and grocery store; location of the very best; doing a business of $22,000, still more can be done; only those meaning business and have the cash need apply. Address C. B. W., care Grocery World Publication Co., 927 Arch St., Philadelphia. 26

FOR SALE.—Oldest established general merchandise store in town, new, up-to-the-minute store fixtures, stock all A No. 1; located in a beautiful suburban town of one of the best towns in West Virginia, one of the oldest towns in history of State; fine class of trade; best store and best location in town. For full particulars address West Virginia, care Grocery World Publication Co., 927 Arch St., Philadelphia. This is the best opportunity ever offered here. Must act at once if you are interested. 26

MISCELLANEOUS.

FOR SALE.—We have 55 one-gallon cans of Fly-Shy, put up by the Standard Chemical Mfg. Co., Omaha, Neb. Also 36 one-quart cans on hand which we wish to dispose of. The gallon cans retail at $1. We will sell the gallon cans at 50 cents each and the quart cans at 15 cents each, f. o. b. Lock Haven. Address McCloskey Bros., Lock Haven, Pa. 26

FOR SALE.—One International Harvester Co. truck, 1,500 pounds capacity, for sale or exchange, f. o. b. Cartersville, Ga.; will take merchandise or fixtures in exchange and will accept first reasonable offer, as I have quit the special trip for which we bought this truck. Address L. Hannon, Atco, Bartow County, Ga. 26

WANTED.—Automobile trailer, two wheels, rubber tires, hitch for a Ford car. Address W. H. Witmer & Bro., 9 E. Baltimore St., Greencastle, Pa. 7

COLLECTIONS

SQUARE DEAL ON COLLECTIONS.—No collection, no charge. No advance fees or grafting expenses of any nature whatever. Strictly commission—if we fail to collect your accounts we lose, not you. Send postal for information. Address the Standard Mercantile Service, North Diamond Station, Pittsburgh, Pa. 2

John R. McFetridge & Sons

Printers

927 Arch Street

Philadelphia

THE VALUE OF BRIGHT STORES

¶ The difficulty of making a sale—whether it be dry goods or vegetables, jewelry or shoes is increased tenfold in a poorly lighted store. Other things being equal, the Electrically lighted shop will do more business than the store which uses other illuminants. "Indoor Daylight" can only be obtained by the use of Mazda Electric lamps.

The Philadelphia Electric Co.

Tenth and Chestnut Streets

Modern Merchant and Grocery World Prices--Current

CORRECTED WEEKLY, JUNE 26, 1916.

	COL.
Ammonia	2
Axle Grease	2
Baking Powder	2
Barley	14
Beans	14
Blacking—Shoe	2
Bluing—Dry	3
Bluing—Liquid	3
Bouillon Cubes and Liquids	13
Brushes	28
Butchers' Sundries	21
Butter	4
Candles	4
Canned Goods	5
Canned Meats	6
Catsup	4
Cereal Specialties	14
Cheese	12
Chewing Gum	23
Chocolate and Cocoa	8
Cider	23
Clams	17
Cleansers and Polishing Compounds	24
Cocoanut	17
Coffee Essence and Chicory	3
Cornmeal	14
Cornstarch	26
Condensed Milk	10
Cottolene	12
Crackers and Cakes	10
Cut Plug Tobacco	28
Datenut Butter	19
Delikatessen	10
Dressed Meats	21
Dressed Poultry	21
Dried Fruits	17
Drugs	22
Eggs	12
Evaporated Milk	10
Extract of Beef	13
Extracts and Essences	22
Fancy Groceries	13
Farinaceous Goods	14
Floor Polish	24
Flour	13
Fresh Fish	16
Gelatine and Prepared Desserts	15
Green Coffee	3
Hominy	14
Honey	27
Horseradish	18
Ink	18
Jars and Jar Rubbers	4
Ketchup	4
Lamp Goods	18
Lard and Compounds	20
Laundry Crystals	26
Laundry Soaps	25
Laundry Starch	26
Lentils	14
Lime	19
Live Poultry	21
Lye and Potash	18
Macaroni	15
Mapleine	23
Maple Syrup	28
Matches	18
Mince Meat	18
Mint Tablets	23
Mops	28
Mustard—Prepared	26
Nuts	20
Oatmeal	14
Oils	19
Olives	19
Oysters	17
Package Coffee	3
Paper	9
Peas	14
Peanut Butter	19
Pickled Meats and Fish	11
Pickles	20
Plum Pudding	24
Popping Corn	15
Preserves, Jellies, Jams and Marmalades	21
Provisions	20
Prunes	17
Pure Olive Oil	19
Raisins	17
Refined Molasses and Syrups	27
Rice	23
Roasted Coffee in Bulk	3
Rope, Tie Yarn, etc	27
Salad Dressing	23
Sal Soda	24
Salt	23
Saratoga Chips	17
Sardines	6
Sauces	24
Scouring Soaps	24
Scrapple	20
Seeds	17
Shoe Dressing	2
Smoked Fish, Codfish and Mackerel	16
Smoking Tobacco	28
Soap Powder	25
Soda—Bi-Carb	24
Soft Drinks	24
Soups	8
Spices	26
Stove Polish	26
Sugar	1
Sundries	27
Syrup and Molasses	27
Table and Cooking Oil	19
Tapioca	14
Tea	1
Tobacco—Plug	28
Toilet Soaps	25
Vinegar	20
Wood and Willow Ware	28
Yeast Cakes	28

ADVANCES.

Fresh Fish	16
Provisions	20

DECLINES.

Flour	13
Dressed Poultry	21

—1—

SUGAR.

	Barrels.
Cut Loaf	8.95
Eagle Tablets	9.80
Crystal Dominoes, 24 5-lb. pkgs	10.80
" 60 2-lb. pkgs	10.80
Patent Cubes	8.30
Confectioners' Lozenge	7.95
Powdered	7.90
Fruit Powdered	7.80
Dessert and Table, 2-lb. cartons, 48 lbs.	8.10
Granulated, fine or standard, McCahan	7.80
" " Franklin	7.85
" extra fine, bbls	7.80
" " 2-lb. bags	8.20
" " 5-lb. bags	8.20
" " 10-lb. bags	8.10
" " 25-lb. bags	8.00
" " 100-lb. bags	7.80
" coarse	7.95
Confectioners' Crystal A	7.80
A Confectioners'	7.70
A No. 1	7.65
A No. 2	7.60
Franklin B	7.45
Extra C	7.20
C	7.05

TEA.

	Per lb.	
Formosa—		
Extra choicest, ½ and ¼ chests	.40	-.45
Choice, ½ and ¼ chests	.35	-.38
Finest, ½ and ¼ chests	.27	-.30
Fine, ½ and ¼ chests	.24	-.25
Oolong, black—		
Extra choice, ½ and ¼ chests	.30	-.35
Choice, ½ and ¼ chests	.27	-.29
Finest, ½ and ¼ chests	.25	-.27
Superior, ½ and ¼ chests	.22	-.24
English Breakfast, black—		
First picking, ½ and ¼ chests	.30	-.35
Choicest, ½ and ¼ chests	.26	-.28
Good to superior, ½ chests		.23
First crop, about 28-lb. original boxes		.27
Gunpowder, green—		
Extra firsts, ¼ chests	.35	-.40
Firsts, ¼ chests		.30
Extra seconds, ¼ chests	.25	-.27
Seconds, new, ¼ chests		.24
Imperial, green—		
Firsts, ¼ chests		.38
Seconds, ¼ chests	.25	-.30
Japan, green—		
May pickings, ½ chests	.38	-.40
First crop, ½ and ¼ chests	.30	-.35
Second crop, ½ chests	.28	-.30
Basket fire, uncolored, needle leaf, ¼ chests		.32
Young Hyson, green—		
Firsts, ¼ chests	.35	-.40
Hyson, green—		
Extra firsts, ½ chests	.35	-.40
Firsts, ½ chests	.28	-.32
Seconds, ¼ chests	.25	-.27
Assam, black—		
Choice, ½ chests		.30
No. 1, extra quality, 20-lb. boxes		.33

Tetley's, 1, ½ and ¼ lb. tins, in 25-lb cases—

	1 lb	½ lb.	¼ lb.
Gold Label, I. and C.	71	.72	.73
Red Label, I. and C.	56	57	.58
Green Label, I. and C., For mosa Oolong or Mixed	.50	51	52
Orange Pekoe	55	56	.57
Red Label, I. and C. or Mixed	.46	.47	.48
Sunflower, I. and C., Formosa Oolong or Mixed	.60	.60	.60
Red Label, I. and C., 100 2½-oz. tins, doz.			.90
Sunflower, I. and C., Formosa Oolong or Mixed, 100. 2-oz tins		per doz.	.90
Sunflower, I. and C., Formosa Oolong or Mixed, 3 lb. tins		per tin	1 55
Sunflower, I. and C., Formosa Oolong or Mixed, 5-lb. tins		per tin	2.55

—2—

Lipton's Tea, 25 and 50-lb. cases—

	1 lbs. Per lb.	½ lbs. Per lb.	¼ lbs. Per lb.
Dollar Tea	.71	.72	.73
Ceylon and India, Yellow	.51	.52	.53
" " Red	.45	.46	.47
" " Pink	.40	.41	.43
Black and Green, mixed, Olive	.51	.52	.53
" " " Gray	.45	.46	.47
English Breakfast, Green	.51	.52	.53
" " Blue	.45	.46	.....
Formosa Oolong, Salmon	.51	.52	.....
" " Cream	.45	.46	.....
Ceylon Green, Purple	.....	.52	.....
"A" Blend, 2 oz., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 400			per doz. .90
"B" Blend, 75 gr., 10c. tins, counter boxes of 36, also cases 72, 100, 200, 300			per doz. .90

AMMONIA.

	Per doz.
Victor, 6 oz., 2 doz	.85
O. K., 3 doz	.45
Colburn's, 2 doz.	.85
Household, C. C. Parsons, large, 2 doz	2.40
" " Dime, 3 doz	.92

AXLE GREASE.

Frazer's, 14-lb. pails	per doz. .75
Mica, ¼ gross	per gross 8 50

BAKING POWDER.

Rumford Yeast Powder—	Per case
Glass, 4 oz., 2 doz	1.66
" 6 oz., 2 doz	2 15
" 6 oz., 4 doz	4 25
" 6 oz., 6 doz	6 20
" 6 oz., 12 doz	12 25
Rumford Baking Powder—	**Per doz.**
5c. tins, 4 doz	.45
10c. tins, 2 doz	.90
½-lb. cans, 2 doz	1 25
1-lb. cans, 1 doz	2.50
Royal—	
10c. size, 4 doz	.86
¼ lb., 4 doz	1.30
½ lb., 2 doz	2 40
1 lb., 1 doz	4.65
Davis' O. K.—	
¼ lb., 4 doz	.45
½ lb., 3 doz	.90
1 lb., 2 doz	1.65
5 lb., ½ doz	7 20
Leslie's—	
¼-lb. cans, 4 doz., 4 cans free	.45
½-lb. cans, 2 doz., 2 cans free	.85
1-lb. cans, 1 doz., 1 can free	1.60
5-lb. cans, ½ doz	per case 3.60
Sea Gull, 6-oz. tins, 4 doz	.45
Parrot and Monkey, 4 doz	.45

BLACKING—Shoe.

	Per gross
Mason's, No. 1, ¼ gross	2.70
" No. 2, ¼ gross	3.00
" No. 3, ¼ gross	3.30
" No. 4, ¼ gross	5.40
Blackola, 10c. size	6.80
Shinola, 3 doz	8.25

SHOE DRESSING.

Mason's—	Per doz.
Black Dressing, regular	.75
White Dressing, medium	.75
Combination Black	.75
" Russet	.75
Black Shine, No. 2	.45
" No. 3	.75
Tan Shine, No. 2	.45
" No. 3	.75
Bixby's Royal Polish, 1 doz	.82½
" Jet Oil Polish	.82½
Brown's Shoe Dressing, 1 doz.	.78
" Russet Combination, 1 doz.	.65
Boyer's Triumph	.45
" Oil Polish	.78
Easy Bright, ladies	.77½
Admiral Russet Combination	70
" Shoe Dressing	.70

—3—

GREEN COFFEE.

	Per lb.
Java, extra fancy, genuine	.26
Mocha, genuine, finest, ½ and ¼ bales	.23½
Mocha Seed Santos, extra fancy	.13¼
Carcacas fancy, washed	.16½
Maracaibo, strictly fancy, mild	.15
Santos, Peaberry, extra fancy	.13
Santos, fancy	.12
Rio, Golden, fancy	.12
Rio, prime	.10½

ROASTED COFFEE IN BULK.

Java, extra fancy, genuine	.31½
Java, fancy, 50-lb. lots	.31¼
Mocha, finest	.28½
Mocha Seed Santos, extra fancy	.17
Caracas, extra fancy, washed	.20
Maracaibo, extra fancy	.20
Santos, Peaberry, extra fancy	.16½
Santos, extra fancy	.17½
Rio, Golden, extra fancy	.17½
Rio, prime	.13

PACKAGE COFFEE.

	100 lbs.	60 lbs.
Ariosa (i. o. b. N. Y.)	18.50	18 60
Seven Day (f. o. b. N. Y.)	15 25	15 35

COFFEE ESSENCE AND CHICORY.

Pfeiffer & Diller's "Kosyr," 50 tins	per box	.....
Tomson-Hummels, tin, ½ gross	per gross	2.60
" Imp., ½ gross	"	2.15
Floto's, Improved, ½ gross	"	2.15

BLUING—Dry.

	Per gross
Barlow's, small, 4 doz	2.75
" large, 3 doz	5.40
Sawyer's, No. 1, 6 doz	3.00
" No. 3, 3 doz	5.60
Colburn's, No. 1, 4 doz	1.60
" No. 2, 3 doz	2 50
" Mammoth, 3 doz	3.65
" Ball Blue, No. 1, 3 doz	2.60
" " No. 2, 3 doz	4 80
Reckitt's, 32 5c pkgs., 16 10c. pkgs.	per lb. .16

BLUING—Liquid.

	Per gross
Boyer's Bengal 7½ oz., ¼ gross	4 90
French Laundry, large, ½ gross	bbl. per bbl. 3.50
Admiral, 4 oz., 3 doz	4.00
" 8 oz., 3 doz	6.50
" 16 oz., 1 doz	9.50

—4—

BUTTER.

	Per lb.
Tub Butter—	
Creamery specials	.33
" extra, 60-lb. tubs	.32
" first, " "	.31
" second, " "	.30
" third, " "	.35
" dairy, extra, bakers' use, 30–60 lbs	.26- 29
" 5 and 10-lb. rolls, 60 and 100-lb. boxes	.34-.35
Print Butter—	
Prize	.31
Gurnse, lbs. and ½ lbs.	.36
Awltru	.35
Honebe	.33
Star or S. D., 1 lb., 20-50 lb. bozes	.36
B. B., E. D., 20–50 lb. boxes	.35
J. J., C. V., Gilt Edge, Gold Medal, 20–50 lb. boxes	.34
Sheaf ("400"), Elgin, 20–50 lb. boxes	.33
Sheaf	.32
White Rock	.37

CANDLES.

	Per lb.
P. & G., 8s, 30 lbs.	.10¼
" 16s, 30 lbs.	.11¼
Paraffine, 4s, 6s, 8s, cartons, 36-lb. cases	.07⅝
Searchlight, hotel, 16s, 30 lbs.	.06½
Peerless, hotel, 16s, 30 lbs.	.09½
Bright Light, 16s, 30 sets to box	per box 1.25

JARS AND JAR RUBBERS.

Mason's—	Per gross
Half gallons	7 85
Quarts	5.30
Pints	4.95
Jar Rubbers—	
Double lip, wide, 1 doz. cartons	.65
Single lip, wide, 1 doz. cartons	.63
Acme, wide, 1 doz. cartons, 5 gross boxes	.40
" medium, 1 doz. cartons, 5 gross boxes	.36
	Per lb.
Lightning, pure rubber, bulk	.45
Reliable, white rubber, wide	.23
" " medium	.23
Black rubber, medium	.22
25-lb. lots 1 cent per lb. less.	
Jar Tops—	Per gross
½-gross boxes, no rubbers	2.00
Jelly glasses, fluted, bbls. 24 doz.	per doz. .17

CATSUP.

Snider's—	Per doz.
16 oz., 2 doz	2.05
8 oz., 2 doz	1.25
Ritter's—	
Tomato, ½ pint, 2 doz	.95
Tabasco, ½ pint, 2 doz	.95
Beech-Nut—	
Pints	2 25
½ pints	1.35

KETCHUP.

Curtice's "Blue Label," Tomato—	Per case
Small, 25 bottles	2.85
Medium, 15 bottles	4.50
Large, 12 bottles	3.50

—5—

CANNED GOODS.

Baked Beans—	
Ritter's	.95
B. & M., No. 2	.95
Campbell's, 16 oz., tomato sauce or Boston style, per case	1.90
Snider's, No. 2	1.40
Van Camp's, No. 2	1.40
Cruikshank's, No. 2	1.35
Heinz's, No 2	1.40
Dog's Head, No. 3	1.35
Vitcory, No. 1	.50
Tomatoes—	
Standard, New Jersey, No. 3	1.20
" Maryland, No. 2	.85
" " No. 3	1.10
Lima Beans—	
Standard, New Jersey, No. 2	1.15
" Maryland, No. 2	1.20
Fancy, small, No. 2	1.65
String Beans—	
Standard, New York, No. 2	1.10
Extra fancy, New York, No. 2	2.00
Fancy, New York, No. 2	1.50
Standard, Maryland, No. 2	.60
Red Kidney Beans—	
Standard, New York, No. 2	1.00
" Maryland, No. 2	.85
" Illinois, No. 2	1.00
Corn—	
Standard, New York, No. 2	.90
Fancy, New York, No. 2	1.00
Standard, Maryland, No. 2	.80
" Maine, No. 2	1.25
Fancy, Maine, No. 2	1.25
Shoe Peg, No. 2	.85
Whole grain, No. 2	.75
Peas—	
Standard, New York, No. 2	1.15
Sifted, New York, No. 2	1.50
Extra sifted, New York, No. 2	2.00
Standard, Southern, No. 2	.75
Sifted, Southern, No. 2	1.00
Extra sifted, Southern, No. 2	1.40
Standard, Indiana, No. 2	.75
Sifted, Indiana, No. 2	1.00
Extra sifted, Indiana, No. 2	1.40
Standard, Wisconsin, No. 2	1.10
Sifted, Wisconsin, No. 2	1.40
Extra sifted, Wisconsin, No. 2	2.00
Beets—	
Standard, New York, No. 2	.....
" " No. 3	1.25
" New Jersey, No. 2	.....
" " No. 3	1.10
Succotash—	
Standard, New York, No. 2	1.00
Fancy, New York, No. 2	1.25
Standard, Maryland, No. 2	.95
Fancy, Michigan, No. 2	1.20
Asparagus—	
Small, No. 2½	2.00
Medium, No. 2½	2.20
Large, No. 2½	2.50
Tips, No. 1	2.25
Pumpkins—	
Standard, New York, No. 3	1.00
" New Jersey, No. 3	.85
Spinach—	
Standard, Maryland, No. 3	1.05
Sour Krout—	
Standard, New York, No. 3	.80
" Maryland, No. 3	.70

California Canned Fruit.

Apricots—	
Extra, No. 3	2.75
" No. 2½	2.25
Extra Standard, No. 2½	1.90
Standard, No. 2½	1.50
Bartlett Pears—	
Extra, No. 3	.....
" No. 2½	2.50
Extra Standard, No. 2½	2.30
Standard, No. 2½	2.15
White Cherries—	
Extra, No. 3	.....
" No. 2½	2.90
Extra Standard, No. 2½	2.75
Standard, No. 2½	2.40
Peaches, Lemon Cling, Sliced—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Lemon Cling—	
Extra, No. 3	2.95
" No. 2½	2.00
Extra Standard, No. 2½	1.75
Standard, No. 2½	1.50
Peaches, Yellow Crawford—	
Extra, No. 3	2.80
" No. 2½	2.00
Extra Standard, No. 2½	1.70
Standard, No. 2½	1.40

Eastern Canned Fruits.

Apples—	
New York State, No. 3	.90
" " No. 10	2.75
Blackberrics—	
In syrup, No. 2	1.35
In water, No. 2	.....
Cherries—	
White Wax, light syrup, No. 2	1.35
" heavy syrup, No. 2	1.50
Peaches—	
Table, No. 3	1.35
Seconds, No. 3	1.15
Pie, No. 3	.85
Pears—	
Bartlett, Extra Standard, No. 2½	2.00
Keifer, syrup, No. 3	1.15
" water, No. 3	.90
Plums—	
Heavy syrup, No. 2½	1.25
Light syrup, No. 2½	1.00
Blueberries—	
Maine, in water, No. 2	1.40
Strawberries—	
Extra preserved, No. 2	1.80
Preserved, No. 2	1.60
In water, No. 2	1.20

—6—

Pineapples—	
Hawaiian, Extra, No. 2½	2.00
" Standard, No. 2½	1 75
" Extra, No. 2	1.45
" Standard No. 2	1.30

Canned Crabs, Clams, Lobsters, Shrimps, Mackerel, Kippered Herring and Oysters.

	Per doz.
Crabs, with shells—	
McMenamin's, Deviled, No. 1, 2 doz	2.32½
" " No. 2, 2 doz	3.75
Clams—	
Star, No. 1, 4 doz	.95
Gold Label, No. 1, 4 doz	1.00
Lobster—	
B. & M., No. 1, tall, 2 doz	.....
" No. 1, flat, 4 doz.	.....
" No. ½, flat, 4 doz	.....
Star, No. ¼, flat, 4 doz	.....
" No. ½, flat, 4 doz	2.75
Mackerel—	
Pickert's, soused, No. 1, 4 doz	1.37½
Morton's, English Channel, 1 lb., tall, 6 doz.	1.65
Smith's, Aberdeen Scotch, 1 lb., tall, 6 doz.	1.42½
" " 1 lb., round, flat, 6 doz	1.45
Normanna, Bordelaise Sauce, 100s	15.00
" Soused, ½s, oval, 100s	18.00
" " high oval, 100s	.....
" Fresh Mackerel, 100s	19.00
" dgl., Young Mackerel in Olive Oil, ¼s, 100s	15 00
Oysters—	
Boyer's, No. 1, 2 doz	.85
" No. 2, 2 doz	1.65
Victory, No. 1, 2 doz	.80
Kippered Herring—	
Maeonache's, plain	.....
Normanna, Tomato Sauce, 100s	12.00
" Boneless, ½s, oval, 100s	14 00
Roe—	
Normanna, Mackerel, red, oval, 100s	.....
" Cod, 1-lb. round tins, 100s	.....
" " high oval tins, 100s	23.00
Salmon—	
Hapgood's, No. 1, tall	2.30
" No. 1, flat	2.35
Fancy Sockeye, No. 1, flat	2.35
" No. 1, tall	2.25
" No. ½, flat	1.65
Alaska, red, tall	1.80
" medium red, tall	1.50
" pink, No. 1, tall	.95
Shrimps, No. 1, wet	1.00

SARDINES—Imported.

	Per case
Normanna, Dingley, ¼s, Olive Oil, 100s	14.00
" " ½s, Tomato Sauce, 100s	12 00
" ¼s, oval, Royans a la Bordelaise, 100s	15 00
" Portuguese, Olive Oil, ½s, skinless and boneless, 100s	.....
Boneless and peeled, ⅛s	24.00
" D. & G., ¼s	26.50
" Ispa, ½s	28.00
" Gondolier, ⅛s, 100	23.00
" Landell, ¼s, 100	9.50
" Martell, ¼s, 100	10.50
" " ½s, 100	15.00
" Loyal, ¼s, 100	9.50
Argonautes, ¼s, 100	14.00
Orion, smoked, ¼s, key, 100	9.00
Tomato sauce, ¼s	15.00
Truffled, ¼s, key, 100	12.50
Spiced, ¼s, 100	10.00
Royanette, oval, ¼s, 100	9.60
Angus Watson & Co.—	
Skipper, ¼s, olive oil, 100	15.00
" ¼s, tomato sauce, 100	15.00
" ½s, olive oil, 50	13.25
" ½s, tomato sauce, 50	13.25
Sea Queen, ¼s, olive oil, 100	14.00
Sea Pearl, ¼s, olive oil, 100	12.00
Tea Time, ¼s, olive oil, 100	11.00
"Herringlets," olive oil, 50	7.50
Bouillon "Herringlets," 50	6.00
Norwegian—	
King George, ¼	15.00
Nansen brand, ¼	12.00
Portugese—	
Marie Elizabeth, ¼, plain	13.50
" ¼, boneless	17.00
" ¼, peeled and boneless	18.00
French—	
Jockey Club, fancy, ¼	25.00

Domestic.

American Oil—	
Seminole, standard, key, carton, ¼s	2.90
No. 2, ¼s, 100	2.50
¼s, key, 100	2.75
Irma, ¼s, 100	4.00
Pickert's, Rival brand, carton, ¼s, 100	3.90
" " ½s, 100	6.00
Mustard—	
Irma, ¼s, 100	4.00
¼s, 100	2.25
½s, 48	3 60
Continental, ¼s, key, 48	3.15
Irma, fancy, ¼s, 50	3.80
Gold Label, ¼s, 50	4.50
" ½s, 100	7.00
Underwood's, ¼s, 50	4.50
Pickert's, Crown brand, ¼s, 48	4.00
" Columbias, ¼s, 48	3.00

CANNED MEATS.
Corned Beef.

	Per doz.
Armour's—	
No. 1, 2 doz	2.40
No. 2, 1 doz	4.50
Hash, No. ½, 2 doz	1.00
" No. 1, 2 doz	2.25
" No. 2, 1 or 2 doz	3.50
" No. 6, ½ or 1 doz	13.35

—7—

Libby's—	
Compressed, No. 1, key, 2 doz	2.22½
" No. 2, key, 1 doz	4.20

Chipped Beef.

Armour's—	
Shield, No. ½, 2 doz.	1.50
" No. 1, 2 doz.	2.50
Veribest, tins, small, 2 doz	1.65
" " large, 1 doz	2.65
Libby's—	
Pearless, small, 4 doz	.95
" medium, 2 doz	1.40
No. ½, glass, 2 doz	1.85

Sausage.

Armour's—	
Vienna style, No. ½, 2 doz	.92½
" No. 1, 2 doz	1.85
" No. 2, 1 doz	3.70

Sliced Beef.

Armour's—	
Glass, small	1.65
" large	2.65
Swift's—	
Premium, No. 1, glass	3.50

Loaf Goods.

Armour's—	
Beef, No. ¾	1.40
Chicken, No. ¾	2.25
Ham, No. ¾	1.40
Veal, No. ¾	1.40

Roast Beef.

Armour's—	
No. 1, 2 doz	2.40
No. 2, 2 doz	4.50
Libby's—	
No. 1, 2 doz	2.20
No. 2, 1 doz	4.20
Kingan's—	
No. 1, 2 doz	2.50
No. 2, 1 doz	4.85

Lunch Tongue.

Armour's—	
Whole, No. ½, 2 doz	2.05
" No. 1, 2 doz	3.60
Libby's, No. 1, 2 doz	2.70

Whole Ox Tongue.

Armour's—	
Whole, No. 1, 1 doz	5.75
" No. 1½, 1 doz	8.45
" No. 2, 1 doz	9.20
" No. 2½, 1 doz	12.20
" No. 3, 1 doz	15.85
Libby's, No. 2½, 1 doz	11.90

Potted or Deviled Meats.

	Per doz.
The Franco-American Food Co.—	
Potted Beef for sandwiches, 4 oz., 4 doz	.90
Armour's—	
No. ¼, 4 doz	.45
No. ½, 2 doz.	.90
Ham, No. ¼, 2 doz	1.25
Tongue, No. ¼, 2 doz	1 35
Libby's—	
No. ¼, 4 doz	.42½
No. ½, 2 doz	.82½

Curtice Brothers' Blue Label, Devilled—

	No. 5 oz.	No. 10 oz.
Ham	1.40	2.50
Tongue	1.40	2.50
Chicken	2.00	3.30
Turkey	2.00	3.30

No. 5 oz. packed 4 doz. No. 10 oz. packed 2 doz.

Curtice Brothers' Blue Label, Potted—

	No. ¼ Tin.	No. ½ Tin.
Ham	1.30	2.40
Tongue	1.30	2.40
Chicken	2.00	3.00
Turkey	2.00	3.00

No. ¼ packed 4 doz. No. ½ packed 2 doz.

Normanna French Truffled Sandwich Paste, 100s	30.00

Potted Chicken.

Armour's—	
Chicken, No. ¼, 2 doz	1.65
Libby's—	
No. ¼, 2 doz	1.62½
R. & R., No. ½, 4 doz	1.75

Boned Meats.

Armour's—	
Chicken, No. ¼, 4 doz	2.15
" No. ½, 2 doz	3.45
" No. 1, 1 or 2 doz	6.30
Turkey, No. ½, 2 doz	.....
" No. 1, 1 or 2 doz	.....
Curtice Brothers' Blue Label, In tins—	
Chicken, No. ½	3.40
" No. 1	6.00
Turkey, No. ½	3.40
" No. 1	6.00
Whole Rolled Ox Tongue, No. 2	16.00
Boneless Whole Ham, No. 1½	9.50
" " No. 2½	13.50

All of the above packed 2 dozen in case, except Whole Rolled Ox Tongue and Boneless Ham, which are 1 dozen.

—8—

SOUPS.

The Franco-American Food Co.—

Readymaid Concentrated Soups—	Per doz.
Twelve varieties, 10½ oz., 4 doz	.90

Soups—	Quarts.	Pints.	½-Pints.
Chicken, Chicken Consomme, Chicken Gumbo (Okra), Mulligatawny, Clear Ox Tail, Mock Turtle	3.75	1.85	.95
Assorted	3.25	1.85	.95
Green Turtle Thick	7.50	4.00	2.25
Clear Green Turtle	10.00	5.50	3.00
All others	3 25	1.85	.95

Armour's—	Per doz
All kinds, No. 1, 4 oz	.90
Campbell's, No. 18, 10½ oz., 4 doz.—	Per case
Tomato	3.80
Other kinds	3.60
No. 10 cans Tomato, Vegetable, Ox Tail, Clam Chowder, Beef and Mutton Broth, 6 cans per case	3.25

SPECIAL ASSORTMENTS.
Order by number.

No. 1 contains 3 Beef, 2 Bouillon, 2 Celery, 6 Chicken, 2 Chicken Gumbo (Okra), 2 Consomme, 2 Clam Chowder, 3 Mock Turtle, 1 Mulligatawny, 2 Mutton, 4 Ox Tail, 2 Pea, 6 Tomato, 2 Tomato Okra, 2 Vermicelli Tomato, 6 Vegetable, 1 Asparagus.....per case 3.60

No. 2 contains 12 Chicken, 24 Tomato, 12 Vegetable.....per case 3.70

No. 3 contains 24 Tomato, 24 Vegetable...case 3.70

No. 4 contains 6 Chicken, 2 Clam Chowder, 5 Mock Turtle, 5 Ox Tail, 24 Tomato, 6 Vegetable..case 3.70

Curtice Brothers' Blue Label—

	Quarts.	Pints.	½-Pints
Green Turtle	6.50	3.50	2.00
" clear	7.25	3.75	2.25
Terrapin	7.25	3.75	2.25
All others	3.15	1.75	1.85
Ritter's, Tomato			.90

CHOCOLATE AND COCOA.

Wilbur's Cocoa—	Per lb
¼-lb. tins, 6-lb. boxes	.33
½-lb. tins, 6-lb. boxes	.32
1-lb. tins, 6-lb boxes	.31
Wilbur's Premium Chocolate—	
¼ lb., 6-lb. boxes	.34
½ lb., 12-lb. boxes	.33
Wilbur's Sweet Clover Chocolate—	Per box
48 cakes, 5c. size	1.55
24 cakes, 10c. size	1.50
Capitol, sweet, ⅛s, 6 lb.....per lb.	.21
Walter Baker & Co.'s—	Per lb
Premium, ½ lb., 12 lbs	.32
" ¼ lb., 12 lbs	.32
Caracas, sweet, 6 lbs., ⅛ and ¼-lb cakes	.25
German, sweet, ¼-lb., ⅛-lb., 6-lbs.	.21
Dot, sweet, ½-lb., ⅛-lb., 6 lbs.	.27
Cocoa, ½-lb., ¼-lb., ⅛-lb., 6 lbs	.36
W. H. Baker's—	
Best Cocoa, ¼-lb. size	.33½
" ½-lb. size	.33½
Premium Chocolate, ½s, 12 lbs	.29
" ¼s, 12 lbs	.29
Best Sweet Chocolate, ⅛s, 6 lbs	.20
" " ¼s, 6 lbs	.20
Vanilla Chocolate, ⅛s, 6 lbs	.26
Hersbey's—	Per box
Milk, 24s	.80
Breakfast Cocoa, ½ lb. size, 6 or 12 lb. bxs.	.27
" " ¼ lb. size, 6 or 12 lb. bxs.	.28
" " ⅛ lb. size, 6 or 12 lb. bxs.	.29
Blooker's Cocoa—	Per doz.
Grand brand, ¼-lb. tins, 2 doz	1.88
" ½-lb. tins, 2 doz	3.50
" 1-lb. tins, 1 doz	6.50
" 5-lb. tins, 1 doz.....per lb.	.52
" 10-lb. bags, 100-lb. case "	.50
Daalder's brand, ⅛-lb. tins, 12-lb. box "	.40
" ½-lb. tins, 12-lb. box "	.39
" 1-lb. tins, 12-lb. box "	.38
" 2-lb. tins, 12-lb. box "	.37
" 5-lb. tins, 60-lb. box "	.36
" 10-lb. bags, 100-lb. case "	.35
Runkels—	
Decorated Cocoa, ½s, 6 and 12-lb. boxes	.39
Labelled Cocoa, ½s, 6 and 12-lb. boxes	.35
½-lb. cans	.37
Premium Chocolate, ½s, 6 and 12-lb. boxes	.33
" ¼s, 6 and 12-lb. boxes	.34
Dairy Milk Chocolate, 24 cakes to carton	.80
Almond Bars, 24 cakes to carton	.80
" 12 10c. cakes to carton	.80
Vanilla Sweet Chocolate, 24 cakes to carton	.80
" " ¼s, 6 and 12-lb. boxes	.39
Red Ribbon Sweet, ¼-lb. cakes, 6 and 12-lb. boxes	.24
Vienna Sweet, ¼s, 6 and 12-lb. boxes	.23
Chocolatina, 24 cans to box	1.85
Lowney's—	Per lb
Cooking Chocolate, unsweetened, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.35
Cooking Chocolate, unsweetened, 12-lb. boxes, 6 boxes in case, ½-lb. pkgs	.35
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs	.30
Vanilla Sweet Chocolate, 6-lb. boxes, 12 boxes in case, ¼-lb. pkgs	.30
Boston Vanilla Sweet Chocolate, 50 5c. pkgs. in box.....per box	1.60
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.38
Cocoa, 12-lb. boxes, 6 boxes in case, ½-lb. tins	.37
Cocoa, 6-lb. boxes, 12 boxes in case, ¼-lb. tins	.37
Cocoa, 12-lb. boxes, 6 boxes in case, ¼-lb. tins	.38
"Diamond" Sweet Chocolate, 6 and 12-lb. boxes	.25
Nut Milk Chocolate, 48 5c. pkgs. in box, per box	1.65
Nut Milk Chocolate, 24 5c. pkgs. in box, per box	83
Almond Milk Chocolate, 48 5c. pkgs. in box per box	1.65

—9—

Almond Milk Chocolcte, 24 5c. pkgs. in box	per box	.83
Milk Cbocolate, 50 5c. pkgs. in box, per box		1.60
Milk Chocolate, 25 5c. pkgs. in box, per box		.80
"Home Sweet" Cbocolate, 6-lb. boxes, 12 boxes in case, ½-lb. pkgs		.30
"Home Sweet" Chocolate, 6-lb. boxes, 12 boxes in ease, ¼-lb. pkgs		.30
Medallion Drinking Cbocolate, ⅛s and ¼s, 6-lb. boxes, 12 boxes in case		.30

Bensdorp's Royal Dutcb Cocoa—		
12 lbs. in box.	Per can.	Per
2-os. oval cans, 4 doz. in box	.07½	.90
5-os. oval cans, 3 dos. in box	.18⅛	2.20
½-lb. round cans	.29	3.48
1-lb. round cans	.57	6.84
60 lbs. in case.	Per can.	Parl
5-lb. round cans	2.50	.50

Bensdorp's Chocolates—	
6-lb. boxes, 24 boxes in case.	Per
Sweat Vanilla, 4 cakes to lb	.28
" 8 cakes to lb	.28
Milk Chocolate, 6 cakes to lb	.45
" 12 cakes to lb	.45
Milk Chocolate Towers, 5-lb boxes, 90 boxes in case	.50
Milk Chocolate Towers, ½-lb. boxes, 90 boxes in case	.56
Bensdorp's Cooking Chocolate—	Per lb.
Blue Label, ½-lb. cakes, 12-lb. boxes, 12 boxes in case	.30

Bensdorp's Turinos—	
5 lbs. in box, 20 boxes in case	.50
1 lb. boxes, 30 boxes in case	.55
½ lb. boxes, 60 boxes in case	.55
⅓ lb. boxes, 90 boxes in case	.56
Van Houten's—	Per tin
Cocoa, 12-lb. boxes, 1-lb. tins	.65
" 12-lb. boxes, ½-lb. tins	.36
" 6-lb. boxes, ¼-lb. tins	.18
Stollwerck's Gold Brand Cooking Cbocolate—	Per lb.
No. 300, unsweetened, ½ and ¼-lb. pkgs	.37
No. 350, Princess, Triple Vanilla, sweet, ½-lb. cakes	.40
Stollwerck's Gold Brand Plain Eating Chocolate—	Per box
No. 1, 25 cent size, 6 tablets in box	1.15
No. 3, 10 cent size, 24 tablets in box	1.90
Stollwerck's Gold Brand Milk Chocolate—	
No. 51, 25 cent size, 6 tablets in box	1.15
No. 53, 10 cent size, 24 tablets in box	1.90
Stollwerck's Cocoa—	Per lb.
No. 201, Gold Brand, ½-lb. cans, 6 and 12-lb. boxes	.41
No. 220, Gold Brand Milk, ½-lb. cans, 6 and 12-lb. boxes	.41

PAPER.

Scott Paper Co.—	
Stock No. 45, Scott Tissue Roll Toilet, 1,000 sheets, 4½x5, 50 rolls	3.50
Stock No. 33, Sani Tissue Roll Toilet, 2,500 sheets, 4½x5, per carton of 3 rolls, 16 cartons	3.50
Stock No. 21, Waldorf Roll Toilet, 650 sheets, 4½x5, 100 rolls	4.00

Continental Paper Bags—
Net price per 1,000—500 in a bundle

Golden Rod S. O. S.		Republic(White)S.O.S.	
¼ lb	.51½	¼ lb	.38½
½ "	.61½	½ "	.46
1 "	.82	1 "	.61½
2 "	1.07½	2 "	.81
3 "	1.28½	3 "	.96
4 "	1.59	4 "	1.19½
5 "	1.84½	5 "	1.38½
6 "	2.25½	6 "	1.69½
7 "	2.46	7 "	1.84½
8 "	2.61½	8 "	1.96
10 "	2.97½	10 "	2.23
11 "	3.28½	11 "	2.46½
12 "	3.49	12 "	2.61½
14 "	4.41	14 "	3.31
16 "	4.72	16 "	3.54
20 "	5.28½	20 "	3.96½
25 "	5.85	25 "	4.38½
30 "	6.26	30 "	4.69½
35 "	7.23½	35 "	5.42½

Manilla—
All No. 1 Manilla paper, full count, 480 sheets to the ream.

	Per ream
15x20, 5 reams in bundle	.60
20x30, "	1.15
24x36, "	1.55

Butter, Parchment—	Per pkg.
8x11, 1000 sheets	.92
9x12, "	1.18

Toilet—	Per case
Extra quality, 100 rolls	7.25
Good " 200 "	6.25

Butter, Wax—	Per pkg
9x12, about 480 sheets	.18

Bags, price per M—

Sizes	Original Bundles Contain	Panther Ex. Heavy Yellow	Wolf Heavy Drab
¼ lb.	15M	.50	.40
½ "	10M	.60	.48
1 "	8M	.81	.64
2 "	6M	1 06	.83
3 "	5M	1.27	1.00
4 "	4M	1.57	1.23
5 "	3M	1.82	1.43
6 "	3M	2.22	1.76
8 "	2M	2.58	2.03
10 "	2M	2.94	2.64
12 "	2M	3.44	2.70
14 "	1M	4.15	3.42
16 "	1M	4.66	3.66
20 "	1M	5.32	4.10
2[illegible] "	1M	5.75	4.53

Flour Sacks, satchel bottom—

Majestic Ex. Heavy	Plain per 100
12½ lbs., ⅓ bbl	.48
24½ lbs., ⅙ bbl	.83
49 lbs , ¼ bbl	1.60

No. 2, Manilla light weight—	Per lb.
12 in. rolls	.04¼
15 "	.04¼
18 "	.04¼
20 "	.04¼
24 "	.04¼

—10—

Silk Fibre, No. 1—	
9 in. rolls	.04½
12 "	.04½
15 "	.04½
18 "	.04½
20 "	.04½
24 "	.04½
30 "	.04½
Paper Towels—	
25 rolls, 150 towels each, with holder and basket per case	4.50
25 roll lots "	3.50

CONDENSED MILK.

	Per case
Eagle, 4 dos	6.60
" 2 doz	3.30
Challenge, 4 dos	4.90
Magnolia, 4 doz	5.50
Dime, 4 doz	4.00
Baby, 1 dos., glass	2.10
Peninsular, 4 doz	5.00
Star, 4 dos	5.50

EVAPORATED MILK.

Borden's, Peerless brand, tall	4.00
" " small, 6 dos	3.00
" " family size	3.65
Silver Cow, small, 6 doz	3.00
St. Charles, small, 6 dos	3.00
" tall	4.00
" confectioners' size	4.00
Pearl, tall	4.00
" small, 6 dos	3 00

HIRES CONDENSED MILK

	Per case
Silver	$5.50
Hires	4.15
Queen	4.15
Premium	4.75
Gold (Baby)	3.00
Gold (Tall)	4.00
St. Elmo	4.05

CAKES AND CRACKERS.

J. S. Ivins' Son—	Boxes or Cans
Assorted Jumbles	.10
Bisque Water	.20
Fruit Cookies	.10
Graham Wafers	.11
Grandma Cookies	.10
Honey Jumbles, XX	.10
Iced Honey Jumbles	.12
Lemon Bar	.10
Lunch Biscuit	.09
Marshmallow Mayblossoms	.12
Newtons	.11
Raisin Cookies	.10
Saltines	.13
Spiced Wafers	.10
Sugar Cookies	.10
Water Crackers	.09
7-lb. tin pails—	
Arrowroot Biscuit	.16
Assorted Bon Bons	.18
" Teas	.18
" Slices	.17
Butters	.16
Chocolate Bon Bons	.18
" Butters	.17
Cocoanut Macaroon	.18
Fancy Jumbles	.16
Fruit Sundaes	.16
Lady Creams	.20
Lemon Sundaes	.17
Sweet Marie	.16

Package goods—	Per dos.
Animals	.45
Cracker Meal, large	.90
" small	.45
Gingerettes	.90
Gold Medal Soda, small	.45
" " large	.90
Graham Wafers	.90
Lunch-on-Thins	.90
Milk Lunch	.90
Ginger Snaps	.45
Pink Tea	.90
Saltona Biscuit	.90

Freight paid on $5.00 orders to Pennsylvania, New York, New Jersey, Delaware, Maryland, District of Columbia, Connecticut, Rhode Island, Massachusetts. Outside points will be shipped f. o. b. Philadelphia, less a freight allowance of 25 cents per 100 lbs.

A. Exton & Co.—	Bbls.	Boxes
Butter Crackers	.09	.09½
Oyster Crackers	.09	.09⅛
Wine Scroll	.11	.11⅛
Cracker Dust	.09	.09

Packages free. To wholesale dealers and jobbers a discount will be made on lots of 5 bbls. and upwards.

DELIKATESSEN.

Wein Senf, Prepared Mustard. Dove Brand.

Stone pots, small, 2 dos	per dos.	1.40
" " with horseradish	"	.....
" large, 1 dos	"	2.00
" " with horseradish	"	.....

—11—

Wein Senf, bbls	per gal.	.....
" 1-gal. stone jars	per jar	.85
" 5-gal. kegs	per keg	3.50
Prepared Mustard, bbls	per gal.	.....
" 15-gal. kegs	"	.....
" 10-gal. kegs	"	.....
" 5-gal. kegs	per keg	1.75
" 2-gal. pails	per pail	.90
" 2-gal. palls	"	.50
Prepared Special, with spoon, 2 doz	per doz.	.95
" sifting top, 2 doz	"	.46
" with horseradish, 2 dos	"	.97

Imported and American Fancy Cheese.

Emmenthaler Swiss, selected, tub		.....
" " loaf, less		.....
Sap Sago, 3 to lb	cask, per lb.	.....
" " less than cask,	"	.....
Roquefort	12 in case, "	.....
" less than case,	"	.....
Parmesan, about 30 lbs	loaf, "	.....
" less than loaf,	"	.....
Edam, 12 in case	case	.....
"	single	.....
" in tin	per lb.	.....
" 1-lb. tins	per case	.....
Camembert, domestic, wood boxes	per doz.	3.00
" Autocrat brand, large	"	.....
" " medium,	"	.....
Sap Sago, grated, ready for use, 20-os. bottles,	per doz.	2.25
Parmesan, grated, ready for use, small bottles,	per dos.	2.50
Olmutser Hand, 100 in box		.....
Edelweis, Romatour and Bier-Kase	per dos.	.....
American Swiss, No. 1	loaf	.....
" " less than loaf		.....
" square loaves, No. 1, about 25 lbs. each	per lb.	.29
Limburger, No. 1	box and ½ box	.20
" " less than ½ box		.22
Pinxtar, from Holland, in tins	per dos.	2.60
Muenster	per lb.	.23
Brick, No. 1	"	.22
English Dairy	"	.24
Pineapple, picnic size, 6 in box	per box	3.00
" gem size, 6 in box	"	2.25

Royal Luncbeon—	Per dos.
Dinner size, 1 dos	4.50
Lunch size, 2 dos	2.40
Picnic size, 2 dos	2.35
Trial size	3.00
MacLaren Imperial, club size	1.00
" " No. 1 size	2.40
" Roquefort, large size	2.95
" " small size	1.45

	Per box.
Fromage de Brie, M. C. C., 2 in box	1.55
Fromage d'Isigny, M. C. C., 6 in box	3.55
Neufchatel, Cow brand, 25 in box	.95
Star Cream or Phila., 12 in box	1.90
Miniature Cream or Phila., 12 in box	.95
Hand, 8 dos	.....
" 4 dos	.....
" Tburinger, 4 doz	.85

Imported and American Meats and Sausages.

Westphalla Ham, marked weigbt	per lb.	.....
Weiner Wurstel, 16 in tin	per doz.	.....
" 8 in tin	"	.....
Imported Cervelat Sausage, Rolff's	per lb.	.....
Imported Frankfurters	per dos.	.....
Goose Breast, imported, marked weight, per lb.		.....
Pate de fois Gras, small	per doz.	3.00

American—	50 and 100-lb. boxes.	Less.
Cervelat (Circle S.)	.27	.30
" (Diamond S.)	.26	.29
" Peutonic	.24	.25
" Gothaer	.30	.33
Salami (Circle S.)	.27	.....
" (Diamond S.)	.26	.....
" (G. A. P.)	.....	.....
Landjager, short	per lb.	.35
" long	"	.....
Mortadella, dry	"	.....
Knackwurst, 25 in box	per box	4.75
"	per doz.	2.40
Tongue Sausage	per lb.	.20
Smoked Braunschweiger Liver Sausage	"	.18
Lachs Ham	"	.39
Petit Delicatess Frankfurters, plain	per dos.	1.00
Petit Delicatess Frankfurters, with Sauer Kraut	per doz.	1.00
Lebanon Beef Balogna	per lb.	.18
Paprika Speck	"	.18
Mettwurst, half round	"	.25
Liver Sausage (special), truffle, goose or sardelien	per lb.	.35
Smoked Tburinger Blutwurst	"	.....
" Pfefferwurst	"	.....

Pickled Meats and Fish.

	Per doz.
Lamb Tongues, Derby brand, pint glass jars	4.80
" " quart glass jars	5.75
" " 10-os. jars	2.50
" tumbler	1.00
Calves' Head, round tins	1.65
Trip:, 5-gal. kegs	3.00
Pigs' Feet, 10-lb. pails	per pail 1.05
" 5-gal. kegs	per keg 3.25
Russian Sardines	" .....
" 5-lb. pails	por pail .75
" 10-lb. palls	" 1.45
Beef Salad, in glass	1.00

Holland and Scotch Herrings.

Holland—		
Mixed, Y. M., 5 keg lots	per keg	1.25
Milkers, Y. M	par keg	.....
Mixed, standard, bbls		.....
" ½ bbls		.....
Milkers, standard, bbls		.....
" ½ bbls		.....
Scotland—		
Mixed, large, fulls, bbls		.....
" " ½ bbls		14.50
Milkers, " bbls		.....
" " ½ bbls		.....

—12—

Marinirte Herring, imported, about 40 in pail		2.75
Roll Herring, imported, about 25 in pail		.....
Spiced Herring, imported, about 40 in pail		.....
Norway Stockfish, dry	per lb.	.22
Matjes Herring	piece	.....

Bismarck Herring.

Round tins, with key, pint	per doz.	2.65
" " quart	per tin	.42
" " 2 quarts		.75
" " 4 quarts		1.25
Roll Mops, 4-quart tin		1.30
" 2-quart tin		.75
" quart tin		.....
Kruger's Roll and Brat Haring, oval tins, dos.		.....

Russian Sardines.

Imported, Wallkoff brand	per keg	.....
" 5-lb. pails	per pail	.....
" 10-lb. pails	"	.....
Cut Spiced, 10-lb. pails	"	.....
" 5-gal. keg	per keg	.....
Russian, in glass jars	per dos.	.....

Norway Anchovies.

Fancy, keg		.....
" ½ keg		.....
" ¼ keg		.....
" ⅛ keg	per doz.	3.00
Original package	per ⅛ bbl.	.....
Repacked, 5-lb. palls	per pail	.....
" 10-lb. pails	"	.....
" 5-gal. kegs	per keg	.....
" ½-lb. flat tins	per doz.	.....
" ½-lb. tall tins	"	.....
" 1-lb. tall tins	"	2.10

Salt Sardellen.

Original packages, 1902	per anker	.....
Repacked, kegs, about 8 lbs	per keg	3.25
" pint jars	per dos.	5.25
" large tumblers	"	.....
" small tumblers	"	2.00

Russian Caviar.

1-lb. tins	per doz.	.....
½-lb. tins	"	.....
¼-lb. tins	"	.....
⅛-lb. tins	"	.....

German Dill Pickles—Regular Size.

60-gal. casks, about 2000	per cask	.....
50-gal. bbls., about 1200	per bbl.	12.00
15-gal. kegs, about 500	per 100	.....
10-gal. kegs, about 300	"	.....
5-gal. kegs, about 150	"	.....
10-lb. palls, about 50	per pail	.....

Imported Sour Crout.

Magdeburger, 60-65 gal. cask .....

Domestic Sourkrout—Long Cut.

60-gal. casks	per cask	.....
48-gal. bbls	per bbl.	5.50
10-gal. kegs	per keg	2.00
5-gal. kegs	"	1.15
10-lb. palls	per pail	.35

Imported Lebkuchen.

Dampfnusse (Pfeffernusse)	per lb.	.....
Spitzkugein	"	.....

Lebkuchen and Bread.

Small Basler Lebkuchen, 6 in pkg., par bundls		.....
Basler Lebkuchen, No. 1, 6 in pkg.,	"	.....
" No. 2, 6 in pkg.,	"	.....
" No. 3, 6 in pkg.,	"	.....
Amandines, 9-lb. tins	per tin	.....
" small tins	"	.....

Pickles and Onions in Vinegar.

Mixed Pickles and Cbow-chow, 5-gal. keg		2.50
" " 10-gal. kag		4.50

Sundries.

German Egg Potatoes, bags 110 lbs	per bag	.....
Green Kern	per lb.	.35
Potato Flour	"	.09½
German Dried Pears	"	.....
Dried Musbrooms	"	.....
Juniper Berries	"	.08
St. John's Bread	"	.....
Bay Leaves	"	.08

COTTOLENE.

Cases, small, medium or large cans	7.20
Tierces, about 350 lbs	.13
½ bbls., about 180 lbs	.13⅛
Tubs, about 65 lbs	.13⅜

CHEESE.

New York, full cream, fancy, old, 40 lbs		.16½
" " choice, new, 35 lbs		.19
Picnics, full cream, fancy, new, 20 lbs		.17
Swiss, domestic, about 30-lb. blocks		.24
" about 70-lb. loaves		.....
McLaren's, medium, 2 dos	per dos.	1.35
" Club, 2 dos	"	1.00
Red Edam	each	1.65
Philo Cream, 1 dos. 10c. size	par dos.	.95
Elkhorn Pimento, 1 dos	"	2.40

EGGS.

	Per doz
Nearby, candled and selected, 30 doz	.26
Western, selected	.24
Milkan Farm	.28
Awltru, packed in cartons	.26

—13—

FANCY GROCERIES.

Almond Staple Paste, 5-lb. cans	per lb.	.33
Anchovies, in oil, 6 ring bottle	per doz.	5.25
" " 3 ring bottle	"	3.25
Capers, Nonpareil, ½-gal. kegs		1.25
" quart, glass	per doz.	7.50
" bottled, ⅔ size	"	2.25
" " ½ size	"	2.00
" " ¼ size	"	1.20
Canton Ginger, large pots, 6 to case	per case	.....
" medium, 12 to case	"	.....
" small, 24 to case	"	.....
Cherries in Maraschino, glass, 1 doz.	"	7.00
Clam Chowder, Burnham, 4 doz. 1-lb.	per doz.	.90
" " 2 doz. 3-lb.	"	2.20
Currie Powder, pints	"	3.70
" 4 oz	"	2.65
" 2 oz	"	1.65
French Peas, extra fine	per case	21.00
McCann's Irish Oatmeal—		
2-lb. cans	per doz.	3.35
5-lb. cans	per tin	.70
14-lb. cans	"	1.65
Huntley & Palmer's Biscuit, packed 7 and 5 lbs. in a can—		Per lb.
Petit Beurre		.30
Dinner		.35
Breakfast		.35
Red Pepper, ring, pints	per doz.	1.25
" " ½ pints	"	.60
Salt, stone jars, 4 doz		1.75
Theodore Marquett Mushrooms—		Per case
First choice		41.00
Choice, 100 tins		39.00
Hotel, 100 tins		36.00
Truffles—		Per tin
1/16		.20
⅛		.35
¼		.60
½		1.25
Shrimps, pickled, small size		1.20
" Dunbar's, 2 doz	per doz.	2.75
Figs in Cordial, Bishop's, 1 doz	"	6.50
Crystalized Ginger, 1-lb. tins	"	4.80
" ½-lb. tins	"	2.40
Lime Juice, Rose's	"	5.00
Victor Rose Water	"	2.25
" Peach Water	"	2.25
Pitted Olives	"	5.25
The Franco-American Food Co.—		Per doz.
Broths for invalids, all kinds, ½ pints, 4 doz.		1.40

BOUILLON CUBES AND LIQUIDS.

Steero Bouillon Cubes—		
Per tin, 100 cubes		1.70
" 50 cubes		.90
Per doz. tins, 12 cubes each		2.75
Ameko Clam Bouillon—		
7-oz. bottles, 1 doz		2.00
14-oz. bottles, 1 doz		3.75
Ameko Tomato Bouillon—		Per doz.
Pint bottles		6.00
Quart bottles		9.00
Gallon jugs	each	2.75
Liebig's Oxo Cubes—		Per doz.
12 4s, 10c. size		.85
12 10s, 25c. size		2.00
Cans, 100 cubes	per 100	1.65
Armour's Beef, Clam and Chicken Cubes—		
Small boxes, 12 cubes, 1 doz		2.50
Medium boxes, 50 cubes	per tin	.90
Large boxes, 100 cubes	"	1.70
Armour's Concentrated Bouillon—		
Jars, size 2, 1 doz		3.50
" 4, 1 doz		6.75
" 8, 1 doz		13.00
" 16, ½ doz		25.00
Armour's Tomato Bouillon—		
Bottles, size 4, 1 doz		2.50
" 12, 1 doz		6.50
" 5	per bottle	3.00
Fancy jugs, size 2	per jug	1.25

EXTRACT OF BEEF.

Armour's Solid Extract of Beef—		Per doz.
Jars, size 2, 1 doz		4.45
" 4, 1 doz		8.20
" 8, 1 doz		15.90
" 16, ½ doz		29.75
Armour's Fluid Beef Extract—		
Bottles, size 4, 1 doz		5.00
" 8, 1 doz		9.00
" 16, ½ doz		17.00

FLOUR.

	Per bbl.
Ceresota	6.50
King Midas	6.90
Gold Medal	6.65
Millbourne	6.50
On Top	6.80
Pillsbury's Best	6.50
Semper Idem	5.45
Pride of the West	5.75
Sunbeam	5.65
Quaker	6.15
Blue Seal	5.60
Sunny White	6.70
Crocker's Best	6.15
Duluth Imperial	6.25

Prepared Flours.

	Per case
Priscilla Prepared Doughnut, Cake, Gingerbread and Tea Biscuit Flour—	
3 doz. 14-oz	1.44
2 doz. 28-oz	2.40
Either straight or assorted cases	

Self-Raising Flour.

Hecker's Buckwheat, medium, 12s	1.48
" Flap Jack Flour, 18s	1.45
Uncle Jerry Buckwheat, 36 2s	2.60
" Pancake, 36 2s	2.60
Presto, 18 pkgs	1.55
Aunt Jemima Buckwheat, 36s	2.60
" Pancake, 18s	1.30

—14—

PEAS, BEANS AND LENTILS.

	Per bushel
Beans—	
California Lima, fancy, bags	per lb. .05⅞
New York State Marrows, new, bags about 2½ bushel	5.20
Michigan Pea, new, bags about 2½ bushel	4.42½
Red Kidney, 60 lbs. to bushel	5.40
Peas—	
Green, domestic, bags about 2½ bushel	3.20
Yellow, split, domestic, 1 bushel bags	3.20
Lentils—	Per lb.
000000, 2 10-lb. bags	.13½
Less quantity	.14

FARINACEOUS GOODS.

Corn Meal—		Per 100 lbs.
White Cream Table Meal, 100 lbs		2.05
Lea's, yellow, granulated, 100 lbs		2.15
" " fine, 100 lbs		2.10
Western, yellow, granulated, 100 lbs		2.05
" " table, 100 lbs		2.00
Farina—		
Hecker's Cream, 18 pkgs		.....
Shaker Corn—		
Fancy, bbls		.....
Less quantity		.....
Hominy—		
Lea's Grits, 24 2s	per case	1.80
Pearl, 100-lb. bags	per bag	2.30
Grits, 100-lb. bags	"	2.25
Ralston Hominy Grits, 36 2s, 2 pkgs. free with every case		.....
Barley—		
No. 2, 100-lb. bags		2.75
No. 3, 100-lb. bags		2.75
Oatmeal—		
B, bbls	per bbl.	6.20
B, 100 lbs	per keg	3.25
Rolled Oats—		
Avena, 180 lbs	per bbl.	5.75
" 90 lbs	per keg	3.00
" 90 lbs	per sack	2.75
Tapioca—		Per lb.
Dromedary, 10c. size, 36 pkgs	per case	2.60
Instantaneous, 50 1s	"	4.00
Colburn's Hasty, 36 pkgs	per doz.	.85
Pearl, fancy, loose		.04¾
Flake		.06¼
Minute, 15c. size, 36 pkgs.	per case	3.60

CEREAL SPECIALTIES.

	Per case
Ralston Wheat Food, 18s, large	2.25
" " 18 pkgs., small	1.45
Mapl-Whole-Wheat Flakes, 18 pkgs	1.85
" " 36 pkgs	3.60
Washington Crisps, 24 pkgs	1.85
Washington Wheat Flakes, 24 pkgs	1.85
Postum Cereal—	
1 doz. small and ½ doz. large pkgs	2.50
1 doz. large pkgs	2.25
2 doz. small pkgs	2.70
3 doz. large pkgs	6.75
Instant Postum—	
2 doz. 4-oz. tins	5.40
½ doz. 8-oz. tins and 1 doz. 4-oz. tins	5.00
1 doz. 8-oz. tins	4.50
Grape Nuts—	
2 doz. 1-lb. pkgs	2.70
Post Toasties—	
3 doz. popular size	2.70
Post Tavern Porridge—	
2 doz. 15c. size	2.80
3 doz. 10c. size	2.80
Krinkle Corn Flakes—	
2 doz. 15c. size	1.75
3 doz. 10c. size	1.75
Shredded Whole Wheat, 36 pkgs	3.60
Cream Wheat, 36 pkgs	4.50
Triscuit, 18 pkgs	1.80
Wheatena, 36 pkgs	4.50
National Oats, 18s, tubes	1.45
Malt Breakfast Food, 36 2-lb. pkgs	4.50
" " 18 2-lb. pkgs	2.25
Kellogg's—	
Toasted Corn Flakes, 36 pkgs.	2.80
" " Individuals, 100 pkgs.	1.00
Krumbles, 36 pkgs	2.70
" Individuals, 100 pkgs	1.00
Toasted Wheat Biscuits, 18 pkgs	1 65
" " Flakes, 24 pkgs	1.80
" Bran Flakes, 1 doz. pkgs	1.30
Drinket, 12 cans to case	2.20
Quaker Oats Co., The—	
Oaten Goods—	
Quaker Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" tins, 36s	4.05
Quaker Oatmeal, steel cut, 24s	2.85
Old Fashion Scotch Brand Oatmeal, 24s	2.85
Mother's Oats, regular, 36s	2.90
" large, reg. asst., 20s	4.60
" " no china, 20s	3.90
" " aluminum asst., 20s	4.70
Royal Seal, 36s	4.05
Mother's Steel Cut Oat Meal, 24s	2.85
Corn Goods—	
Quaker Cornmeal, yellow or white, 24 2s	1.80
" yellow family, 10s	1.80
Quaker F. S. Hominy, pearl or gran., 24s	1.80
" " 10s	1.80
Mother's Hominy, pearl or gran., 24s	1.80
" Cornmeal, large, yellow, square, 10s	1.80
Wheat Goods—	
Quaker Cracked Wheat, 24s	2.75
Pettijohn's Breakfast Food, 18s	2.12½
Quaker F. S. Farina, 24s	1.45
Saxon Wheat Food, 24s	2.75
Mother's Wheat Hearts, 18s	2.05
Flaked and Puffed Goods—	
Quaker Corn Flakes, 36s	2.00
Corn Puffs, 36s	4.30
Puffed Rice, 36s	4.30
" Wheat, 36s	3.45
Mother's Corn Flakes	2.10

—15—

Sundries—		
Pettijohn's Bran Flour, 12s		3.80
Quaker Breakfast Biscuit, 24s		2.70
Appetizo, 24s		2.90
Quaker Whole Wheat Flour, 10s		2.15
Schumacker XXX Graham, 10 10s-20 5s		3.25
Scotch Brand Pearl Barley, 24s		1.70
Holland Rusk—		
18 pkgs		1.40
36 pkgs		2.80
144 pkgs., individual		3.60
Freihofer's Bread Crumbs, 1 lb		.06
" Unsweetened Zwiebach		.08⅓

GELATINE AND PREPARED DESSERTS.

Chalmer's Granulated Gelatine, 15c. size—		
Per doz		1.25
Per gross, with 1 doz. free		15.00
Chalmer's Shredded Gelatine, 10c. size—		
Per doz		1.00
5 gross lots, with 3 doz. free		60.00
		Per doz.
Knox Plain Sparkling Gelatine, 2 qt		1.20
" Acidulated Gelatine, lemon flavor, 2 qt.		1.20
Cox's, instant, powdered—		
Large		1.45
Small		.90
Large	per gross	17.25
Small	"	10.80
Plymouth Rock, pink or white		1.17½
Nelson's, large		1.50
Bromangelon, assorted, 3 doz		.87½
Jellycon, assorted flavors, 2 doz		.85
Mother's, small, 1 doz		.48
" large, 1 doz		.88
Cooper's, 1 doz		.88
Tryphosa		.87½
Puddine, assorted, 2 doz	per case	1.60
Minute Gelatine, 15c. size, 36 pkgs	per case	3.75
Lipton's Jelly Tablets (not a powder), Fruit flavors: Raspberry, Strawberry, Orange, Lemon, Vanilla, Black Currant. Wine flavors: Port, Sherry, Madeira.	per doz.	.90
Nesnah, Chr. Hansen's new dessert preparation, single package 10c.	per doz.	.90

Assorted Case,	Contains 3 dozen	$2.70
Lemon (Straight)	Contains 3 dozen	$2.70
Orange (Straight)	Contains 3 dozen	$2.70
Raspberry (Straight)	Contains 3 dozen	$2.70
Strawberry (Straight)	Contains 3 dozen	$2.70
Cherry (Straight)	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	$2.70
Peach (Straight)	Contains 3 dozen	$2.70

Weight 10 lbs. to case. Freight Rate, 3d Class.

Assorted Case,	Contains 3 dozen	$2.70
Chocolate (Straight)	Contains 3 dozen	2.70
Vanilla (Straight)	Contains 3 dozen	2.70
Strawberry (Straight)	Contains 3 dozen	2.70
Lemon (Straight)	Contains 3 dozen	2.70
Unflavored (Straight)	Contains 3 dozen	2.70

Weight 15 lbs. to case. Freight Rate, 3d Class.

POPPING CORN.

Bradshaw Co.—		
Brad's Tip-Top, 24 10-oz. pkgs		.90
" 50 10-oz. pkgs		1.75
" 100 10-oz. pkgs		3.25
" 24 20-oz. pkgs		1.75
" 48 20-oz. pkgs		3.25
Brad's "1-X-L," 40 16-oz. pkgs		2.25
White Rice, shelled, sacks about 150 lbs		.04-.04½
The Albert Dickinson Co.—		
Snow Ball, 40 1-lb. pkgs		2.00
Santa Claus, 100 10-oz. pkgs		2.75
" 50 10-oz. pkgs		1.45
Yankee, 100 12-oz. pkgs		3.00
" 50 12-oz. pkgs		1.60

MACARONI.

Imported Best Bordeaux.

	Per lb.
Long, 25 1s	.....
Short, 25 1s	.....
Coudes or Elbows, 24 1s	.12½
Spaghetti, 25 1s	.....
Vermicelli, 25 1s	.12½
Alphabet, 25 1s	.....

Domestic.

	Per doz.
The Franco-American Food Co.—	
Spaghetti a la Milanaise, No. 1, 4 doz	.90
" " 11 oz., 2 doz	1.35

—16—

	Per lb.
Freihofer's—	
Elbow Macaroni, 36 1s	.10
Straight Macaroni, 36 1s	.10
Pastels, 36 1s	.10
Spaghetti, 36 1s	.10
Elbow Spaghetti, 36 1s	.10
All styles, 10c	.07½
Noodles, ½ lb., 24s	.06
Fancy, long, 25 1s	.07¾
Cubes or Elbows, 24 1s	.07¾
Spaghetti, 25 1s	.07¾
Vermicelli, 25 1s	.07¾

Choicest Grades.

Macaroni, long, 25 1s	.07
Elbows, 25 lbs	.07
Spaghetti, 25 1s	.07

SMOKED FISH, CODFISH AND MACKEREL.

New Mackerel.

New.	Count.	200 lb.	100 lb.	50 lb.	10 lb.
Ex. Norway, No. 1	170-190	35.00	18.10	9.25	2.00
Ex. Norway, No 2	220-250	31.00	16.10	8.25	1.80
Ex. Norway, No. 3	320-360	.....	.....	.....	.....
Ex. Norway, No. 4	400-450	.....	.....	.....	.....
Ex. Norway, No. 5	550-650	.....	.....	.....	.....
Shore Bloaters	100-120	30.00	15 60	8.00	1.75
Ex. Shore, No. 1	170-190	27.00	14.10	7.25	1.60
Med Shore, No. 1	200-210	26.00	13.60	7.00	1.55
Ex. Shore, No. 2	210-230	25.00	13.10	6.75	1.50
Extra Irish, No. 2	300-350	.....	.....	.....	.....
Med. Irish, No. 2	350-400	.....	.....	.....	.....
Spring Irish	325-375	21.00	11.10	5.75	1.30
Large Cape Shore	100-120	21.00	11.10	5.75	1.30
Med. Cape Shore	180-220	.....	.....	.....	.....

Herring.

	200 lb.	100 lb.	50 lb.	10 lb.	8 lb.
Herring, large No. 1, Lab. Splits	.....	.....	.....	.....	.....
Herring, med. No. 2, Lab. Splits	7.00	4.10	.....	.....	.....
Shore, round, large	.....	.....	.....	.....	.....
" medium	.....	.....	.....	.....	.....
Ocean Whiting Fish	.....	.....	.....	.....	.....
Salmon, large, red	20.00	10.60	5.50	.....	.....
Salmon Trout, pink	.....	.....	.....	.....	.....
" white	.....	.....	.....	.....	.....
Shad, Mess	.....	.....	.....	.....	.....

Shredded Cod.

	Per doz.
Beardsley—	
Dime cartons, 2 doz	.90
Tins, Jewel, 2 doz	.90
Large cartons, 2 doz	2.00
Large tins, 2 doz	2.25
Dime tumblers, 2 doz	.90
Bulk, 15 lbs	.18

Thredded Cod.

Gilt Edge, 24 pkgs		.85
Highland Beauty, 20-lb. boxes	per lb.	.11

Dressed Boneless Fish.

Favorite Cod, 40 lbs	.10½
Gilt Edge, 40 lbs	.07½
Favorite, Middles, 60 lbs	.16

Dressed Fish Bricks.

Gilt Edge, 2-lb. bricks, 40 lbs	.....
Snow White, 1-lb. bricks, 20 lbs	.11½
Favorite Cod, 2-lb. bricks, 40 lbs	.....

Star Brand Boneless Herring.

Beardsley—	
Tins, large size, 1 and 2 doz	1.35
" small size, 2 doz	.90
Small tumblers, 2 doz	.90
Large jars, sealed, 2 doz	1.35

Loose Codfish.

Bank Cod, large	.09½
" medium	.09
In original cases, 450 lbs., ¼c. less.	

Smoked Fish.

Scaled Herring	per box	.13
Boneless Herring, 10-lb. boxes	per lb.	.13
Smoked Salmon, whole fish	"	.30
Smoked Bloaters, 50s	per box	.....

FRESH FISH.

	Per lb.	
Halibut		-.17
Bass Native		-.15
Salmon, fresh		-.15
Eastern Cod		-.12
Croakers		-.05
Large Hake		-.08
Haddock		-.09
White Cat Fish		-.15
Red Cat Fish		-.12
Spanish Mackerel		-.12
Snappers		-.11
Eels		-.12
Rock Fish	.12	-.14
Lobsters		-.26
Flounders		-.08
Large White Perch		.....
Sea Bass		-.08
Blue Fish		-.18
Porgies		-.06
Fresh Mackerel	each .15	-.28
King Fish		-.10
Weak Fish	.08	-.12
Butter Fish		-.05
Tile		-.07

Steak Fish ½c. per lb. additional.

—17—

OYSTERS.

Absecons, Primes	8.50	- 9.00
" Culls	4.00	- 4.50
Tuckerton, Primes		9.00
" Culls		4.50
Cove, Primes	9.00	-10.00
" Culls	4.50	- 5.25
Blue Points		6 00
Rockaway, bbls.		5.50
" boxes		5.75

CLAMS.

Pickett's, cans, No. 1 per doz.		1.00
" " No. 2 "		1.45
Clams per M	7.50	- 9.50
Necks "	5.00	- 6.00

SARATOGA CHIPS.

	Per lb.
Barrels, 30 lbs	.20
Cases, 17 lbs	.20
" 16 1-lb. cartons	.20
" 30 ½-lb. cartons	.20
10c. size per doz.	1.00

SEEDS.

	Per lb.
Caraway	.23
Celery	.35
Poppy	.34
Canary, bags	.08
Rape, bags	.10
Hemp, bags	.04½
Millet, 50 lbs per bush.	.50

DRIED FRUITS.

Domestic.

	Per lb.
Apples, Evaporated—	
Choice, 50 lbs	07¾
" 25 lbs	.08
" 50 pkgs	.08¼
Apricots—	
Dos Palmos, fancy, 25 lbs	.11¾
Cherries—	
Red and Black, extra fancy, pitted, 25 lbs	.15
Peaches—	
Extra fancy Jumbo, Yellow, 25 lbs	.07¾
Extra fancy Muirs, 25 lbs	.07¾
Pears—	
Fancy California Bartlett, 25 lbs., G. & S.	
Plums, pitted—	
Extra choice Red, 25 lbs	.11¼
Nectarines—	
Extra choice, 25 lbs	

Foreign.

Citron, 10 lbs.	.18
Orange Peel, 10 lbs	.15½
Lemon Peel, 10 lbs	.14½
Currants—	
Knighthood, 40 pkgs	.14½
Valca, 24 1s	.13½
Gold Medal, 25 lbs., loose	.13
Dates—	
Dromedary, 36 pkgs per case	3.35
Valca, pitted, 30 pkgs	.12
Unpitted, 36 pkgs.	.08¼
Fard, 60 lbs., bulk	.09
Hallowee, 70 lbs	.08½
Figs—	
Coronet, round boxes	
Poppy brand, California, 12 pkgs. per box	

PRUNES.

California, Knighthood brand, 50-lb. boxes—	
40–50	.09¼
50–60	.08
60–70	.07½
California, 25 lb. boxes—	
40–50	.09½
50–60	.08¼
60–70	.07¼

RAISINS.

California Clusters—	
Fancy Clusters, 20 pkgs.	
Clusters, Imported—	Per box
Extra Desserts, 20 pkgs.	3 80
Connoisseur, 20 pkgs.	3.25
California Seedless—	Per lb.
Thompson, 50 lbs	.11½
Sultana, fancy, 50 lbs	.10½
California, Loose—	
Muscatels, 4 crown, 50 lbs	.08½
" 1 crown, 50 lbs	.09¼
Valencias—	
Pound, Imported Ondara Layers, 28 lbs.	
Fancy Ondara Layers, 28 lbs	.09
Seeded—	Per pkg.
Knighthood, 36 pkgs	.09
Gem, fancy, 36 pkgs	.08⅝
Sun Maid	.09
Seedless—	
Nectar Seed, 36 pkgs	12
Valca, Thompson, 24	.12

COCOANUT.

	Per case
Dunham's—	
1 lb pkgs	3.25
24 ½ lb pkgs	3.00
12 1 lb pkgs	2.75
4 5 lb pkgs	1.80
24 ½ lb pkgs	1.75
12 1 lb pkgs	1 65
	Per lb.
Dunham's—	
¼ lb pkgs, 15 lbs	.26½
½ lb pkgs, 15 lbs	.27½
Baker's Premium—	Per case
100 5c pkgs	4 40
60 10c pkgs	2.20
30 10c pkgs	2 10

—18—

HORSERADISH.

	Per doz.
Diamond cut glass, 2 doz	.87½
Milleman's, No. 8 bottles, 2 doz	.82½
Schramm's, large tumbler, 2 doz	.72½
Sherbert glass, 2 doz	.45

INK.

Arnold's, black, 32 per bottle	.70
Continental, red, 1 doz	.40
" black, 3 doz per doz.	.35
Royal, black, 3 doz.	.25
Stafford, Commercial, 32	.70
Thaddeus Davids Co.—	Per doz.
Electro Chemical Writing Fluid per qt.	1.00
Square, Oriental Red, 1 oz., 1 doz	.50
" Green, Blue or Violet, 1 oz	.50
" Magic Black, 1½ oz., 1 doz	.50
" Electro Chemical, 1¼ oz., 1 doz	.50
Letterine, show card ink, 2 oz., all colors	1.00

LAMP GOODS.

	Per case of 6 doz.		
Lamp Chimneys—	No. 0.	No. 1.	No. 2.
Sun, Crimp, Lustre brand	3.60	3.90	4.50
			Per doz.
Electric, No. 2			.85
" No. 2, slim			.85
Rochester, No. 2			.85
" No. 2, 12 inch			1.50
Success, No. 1, 10 inch			.90
" No. 1, 12 inch			1.25
No. 0, Tubular Lantern Globes 5 doz.			3.00
Cold Blast 5 doz.			3.75
		No. 1.	No. 2.
Jumbo Chimneys, plain per doz.		.75	.85
" dec., "		.90	1.00
	No. 0.	No. 1.	No. 2.
Banner Burners	.55	.65	.75

No charge for packages.

	Per doz.
Oil Cans—	
1 gal., glass	2.75
1 gal., galvanized, Pearl	2.40
5 gal., Pearl, spout	7.20
5 gal., Falcon, spigot	8.10
5 gal., Columbia	9.60
5 gal., Banner	11.00
5 gal., Climax, pump	11.40
5 gal., Home Rule, pump	12.50
Lanterns—	
No. 0, Standard	4.00
No. 0, Dash	7.50
Cold Blast	7.50
Nu Stylie	8.50

LYE.

	Per case
Banner Lye—	
Case of 4 doz	3.75
Case of 2 doz	1.90
Babbitt's Lye, 4 doz	3.75
" 2 doz	1.90
Lewis' Lye, 4 doz	3.10
Red Seal, sifting top cans, 4 doz	3.75

MATCHES.

Non-poisonous. Strike anywhere safety matches.

	Per case
Safe Home, splints treated to prevent afterglow, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.85
Bird's Eye, No. 5 size, 5 boxes in pkg., 20 pkgs. in case	3.70
Search Light, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.30
Blue Bird, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	5.10
Blue Ribbon, No. 5 size, 6 boxes in pkg., 24 pkgs. in case	5.00
Black Swan, No. 5 size, 12 boxes in pkg., 12 pkgs. in case	4.90
Doric, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 45
Doric, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Buffalo Bill, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Buffalo Bill, No. 1 size, 12 boxes in pkg., 60 pkgs. in case	7.00
Goose, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1.45
Goose, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	4.20
New Fast Mail, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 30
New Fast Mail, No. 1 size, 12 boxes in pkg., 36 pkgs. in case	3 75
Bull's Eye, No. 1 size, 12 boxes in pkg., 12 pkgs. in case	1 25

All above brands subject to a free case deal of 1 case free with 10 cases, ½ case free with 5½ cases, ¼ case free with 2¾ cases.

MINCE MEAT.

	Per case
None Such—	
¼ gross	2.85
½ gross, with 3 pkgs. free	5.70
Atmore & Son—	Per lb.
Celebrated Seedless—	
Quarters, 110 lbs	.10¼
Barrels and halves, 400 and 250 lbs	.11¼
Wooden pails, 20, 40 and 68 lbs	.11¾
Keystone—	
Quarters, 110 lbs	.09
Barrels and halves, 400 and 250 lbs	.09
Wooden pails, 20, 40 and 68 lbs	.09½
Condensed, cartons 3 doz. to case	2.85
" 6½ doz. to case	5 70
Extra Family—	
Barrels, halves and quarters	.14⅛
Wooden kits, 20, 40 and 68 lbs	.14¾
Armour's—	
Veribest, Concentrated—	Per doz
1½-lb. pails, 2 doz	2.40
3 lb. pails, 1 doz.	4.25

—19—

	Per case
Veribest, Moist—	
Quart jars, 1 doz	5.50
" ½ doz	3.00
	Per lb.
Canakins, 10 lbs	.13½
" 20 lbs	.13
" 40 lbs	.12½
Homemade Style, Moist—	
Kits, 10 lbs	.11¼
" 25 lbs	.10¾
" 50 lbs	.10½
Brick's Nonpareil Brand—	
Barrels 440 lbs., halves 250 lbs., quarters 125 lbs., eighths 65 lbs	.09½
Tubs, 70, 35 and 18 lbs.	.09½

Cbarge for packages as follows: 70 lbs. 60c., 35 lbs. 40c. 18 lbs. 25c. Returnable if in good order.

Brick's Old Homestead—	
Barrels, 28-lb. pails, etc	.08
35 and 18-lb. tubs	.08½

Packages not returnable.

LIME.

	Per lb.
Chloride, Acme, sifting, 25-lb. boxes	.05¾
" " " " 3-box lots	.05
" Banner, sifting, 25 1s	

OLIVES.

	Per doz.
Extra Queen—	
Imported, No. 10, 2 doz	1.40
" No. 19, 1 doz	4.25
" No. 32, 1 doz	6.50
" No. 8, 4 doz	.90
Stuffed—	
Ring, 4 doz	.90
Fancy, No. 15, panel bottle, 2 doz	2.15
" No. 10, panel bottle, 2 doz	1.40

Olives in bulk—	1-gal. pails.	2-gal. pails.	5-gal. kegs
X	1.30	2.45	5.30
XX	1.45	2.60	5.75
XXX	1.50	2.70	5.70
XXXX	1.60	2.90	6.10
Mammoth	1.95	3.50	7.70
Pails, large, 1 gal			1.85

PURE OLIVE OIL.

	Per case
Finest Sublime Lucca Olive Oil—	
25-oz. bottles	9.00
Large bottles	6.75
Medium bottles	7.25
Small bottles	4.75
⅛-gal. tins, 5 gal	16.00
¼-gal. tins, 10 gal	29.50
½-gal. tins, 10 gal	28.00
1-gal. tins, 10 gal	27.00
Sublime Lucca Olive Oil—	
⅛-gal. tins, 5 gal	15.50
¼-gal. tins, 10 gal	27.50
½-gal. tins, 10 gal	26.00
1-gal. tins, 10 gal	25.00

Bulk oil is packed in cases of 10 gal. each. For less quantity than an original case add 10 cts. per gal.

Trois Croix, French, 8 ½-gal. cans	12.00

	Per doz.
Beech Nut—	
Bottles, 24 oz	10.50
" 16 oz	7.75
" 4 oz	2.80

	Per gal.
Pompeian Olive Oil—	
Full measure tins, gallon	2.70
" " half-gallon	2.75
" " quart	2.80
" " pint	2.90
" " half-pint	3.00
Normanna Olive Oil—	Per gal.
1 gallon	2 80
½ " 2 tins	2.90
¼ " 4 tins	3.00
⅛ " 8 tins	3 10
1/16 " 16 tins	3 20
Re Umberto Oil—	
4-oz. bottles per doz.	2.25
16-oz. bottles "	6.50
1 gallon	2.50

TABLE AND COOKING OIL.

	Per doz.
Mazola—	
24 5½-oz. bottles	.90
48 5½-oz. bottles	.90
Pint cans, 24 to case	1.90
Quart cans, 24 to case	3.35
Gallon cans, 6 to case	12.60
5-gallon cans, 2 to case	10.25
Wesson Oil—	Per case
Small, 24 to case	4.80
Large, 6 to case	4.80
Quarts, 30 to case	9.50
Gallons, 8 to case	9.50
Fancy, 8 cans per case	7.50
Loubon, large, 1 doz	1.62½
" small, 2 doz	.45
Goldenoyle—	
4 doz. 7-oz. bottles	3.80
2 doz. 21¾-oz. cans	5.00
1 doz. ½-gal. cans	6.75

PEANUT BUTTER.

	Per doz
McLaren's—	
Small, 2 doz	.85
Medium, 2 doz	1.35
Large, 1 doz	2.25
Beardsley's—	
Acme, 14¾-oz jars, 1 doz	2.35
" 10-oz. jars, 1 doz	1.90
" 6⅞-oz. jars, 1 doz	1.35
" 4¼-oz. jars, 2 doz	.90
Peanutene, No. 2 jars, 2 doz	1.85
" No. 4 jars, 3 doz	.92½

DATENUT BUTTER.

	Per doz.
Large, 1 doz	2.30
Medium, 2 doz	1.40
Small, 2 doz	.90

—20—

NUTS.

	Per lb.
Almonds, California, Nonpareil, paper shell, bags, about 80 lbs	.19½
Almonds, Ne Plus Ultra, bags, about 75 lbs	.14½
Walnuts, No. 1, soft shell, bags, about 110 lbs.	.16
Filberts, bales, about 220 lbs	.15
Brazils, large, bags, about 180 lbs	.16
Pecans, large, bags, about 160 lbs	.14½
" medium	
Mixed Table Nuts, 25 lbs	.16½
Peanuts, Green—	
Jumbo	.08⅛
Fancy, hand picked	.06
Virginia, choice	.05⅛
Peanuts, Roasted—	Per bush
Jumbo	1.90
Fancy, hand picked	1.45
Virginia, extra choice	1.15
Big Nickel 100 cartons	4.00

PICKLES.

Sweet—	
16-gal. keg, 2100s	16.75
10-gal. keg, 1300s	11.25
5-gal. pail, 650s	5.75
16-gal. keg, 3600s	19.00
10-gal. keg, 2200s	12.75
5-gal. pail, 1100s	6.50
16-gal. keg, 5000s	21.25
10-gal. keg, 3000s	14.25
5-gal. pail, 1500s	7.25
16-gal. keg, 7500s	23.50
10-gal keg, 4500s	15.75
5-gal. pail, 2250s	8.00
Sweet Mixed—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75
Sour and Dill—	
45-gal. bbl., 1800s	18.25
32-gal. bbl., 1200s	12.50
16-gal. keg, 600s	6.75
45-gal. bbl., 2400s	19.25
32-gal. bbl., 1600s	13.50
16-gal. keg, 800s	7.25
5-gal. pail, 250s	2.60
45-gal. bbl., 3600s	21.25
32-gal. bbl., 2400s	14.50
16-gal. keg, 1200s	7.75
5-gal. pail, 350s	2 90
Chow-Chow—	
16-gal. keg	10.75
10-gal. keg	7.25
5-gal. pail	3.75
Sweet Pickle Relish—	
16-gal. keg	13.50
10-gal. keg	9.25
5-gal. pail	4.75

VINEGAR.

	Per gal.
Pure Cider, 45 grain	.17
" 40 grain	.16
Distilled, 45 grain	.09
" 40 grain	.08½
Fermented, 45 grain	
" 40 grain	
Crulkshank, distilled, white per gal.	.13

PROVISIONS.

Premium Brand Hams, 8–10 lbs	.20
" " 10–12 lbs	.20
" " 14–16 lbs	.20
" Skinned Hams	.23
" Cooked Hams	.34
" Bacon	.25
" Dried Beef, insides	.28¼
" Beef, knuckles	
Empire Brand Hams, 10–12 lbs	.17¼
" Skinned Hams, 18–20 lbs	.21¼
" Picnic Shoulders	.15
Hams, skinback, 18–20 lbs	.2
" 14–16 lbs	.19
" 8–12 lbs	.19
Picnics, 6–8 lbs	.14½
Dried Beef, sets, city smoked	.27
" tenders and knucks	.27
" air dried, sets	.27
" " tenders and knucks	.28
Brisket Pork	25.00
Jersey Pork, butt per bbl.	24.00
" family "	27.50
Breakfast Bacon, rib in	.19
" boneless	.2
S. P. Bellies, 14 lbs. average	.16½
Bologna, 25 lb. boxes	
Boiled Boneless Ham	.34
Beef Tongues, smoked, 5–6 lbs. per lb.	.21
Cooked Compressed Ham, 25-lb. boxes	

Covered Hams ¼ ct. extra. Covered Shoulders, Picnics and Bacon, ½ ct. extra.

Vogt's Baked Meatkake, 2 doz. 3½-oz. cans	1.80

SCRAPPLE.

	Per case
Vogt, Philadelphia, Liberty brand—	
2 doz. 26-oz. cans	3 60
3 doz. 12-oz. cans	2 70

LARD AND COMPOUNDS.

	Per case
Armour's Simon Pure Leaf Lard—	
Small	
Medium	
Large	
Swift's—	
Premium Pure Leaf Lard, kettle rendered	
Silver Leaf Brand Lard, kettle rendered	.14½
Jewel, compound	.12
Cotosuet	.12½

—21—

City Pure Lard—

Tins, 50 lbs. net weight	per lb.	.14¾
Tubs, net	"	.14½
No. 10 tins	6 in crate	9.30
No. 5 tins	12 in crate	9.37
No. 3 tins	20 in crate	9.45

Compound—

	Per lb.
Tierces and tubs, about 340 lbs	.12½
60-lb. tubs	.12⅜
10-lb. tin pails, 60 lbs	.09⅜
5-lb. " 60 lbs	.09¾
3-lb. " 60 lbs	.09⅞

DRESSED MEATS.

City Dressed Stock—	Per lb.
Steers	.11 -.15
Heifers	.10½-.14
Cows	.08 -.12
Veal Calves	.13 -.15
Extra Calves	.17
Southerns and Barnyards	.10 -.12
Country Dressed	.12 -.14
Extras	-.15
Sheep	.14 -.15
Extra Wethers	-.16
Lambs	.16 -.18
Extra Lambs	-.20
Hogs	-.14¼

BUTCHERS' SUNDRIES.

Fresh Steer Tongues	each	-.80
Cow Tongues		-.60
Calf Heads, scalded		.50 -.75
Sweetbreads, veal	per pair	.75 -.80
" beef	per lb.	.25 -.30
Calf Livers	"	.25 -.30
Beef Kidneys	per doz.	1.25
Beef Livers		.10
Oxtails	per doz.	1.20
Hearts, beef	per lb.	.05
Rolls, beef		16.00
Tenderloin, beef, western		.22
Fresh Pork, loins, city		.18
" " western		.18

DRESSED POULTRY.

Turkeys—	Per lb.
Frozen, Young hens and toms	.32 - 34
" Old toms	.30 -.32
" Common to good	.20 -.25
Fresh killed	.30 -.32
Broilers—	
Philadelphia, fresh killed, 2 to 4 lbs. per pair	.40 -.45
Near-by, fresh killed, 2 to 4 lbs. per pair	.40 -.43
Frozen, 3 to 4 lbs. per pair	.35 -.38
Roasting Chicks—	
Frozen, 4 to 5 lbs. each	.27 -.30
" 3 to 3½ lbs. each	.27 -.29
Fowls—	
Fresh killed, 4 to 5 lbs. each	.21½-.22
" 3 to 3½ lbs. each	-.21
Old cocks	.15 -.16
Long Island Ducks, fresh killed	.18 -.19
Squabs—	Per doz.
Prime, fancy, large	5.00 -5.50
Mixed	3.00 -4.00
Small and dark	2.00 -3.00

LIVE POULTRY.

Spring Chicks—	Per lb.
1½ to 2 lbs. each	.33 -.35
Large	.30 -.32
Fowls	.21 -.22
Old cocks	- 14
Ducks—	
Young	.17 -.18
Old	.14 -.15
Turkeys	.24 -.26

PRESERVES, JELLIES, JAMS AND MARMALADES.

Jellies—	Per doz.
Ritter's, pure	.95
Fruit jelly, apple flavor, 30 lbs. full weight, per pail,	1.00
Schimmel's, 8-oz. tumblers	.90
National, 16 oz., 2 doz	.90
" 3-lb. tins, net weight	2.15
Preserves—	Per lb.
Schimmel's pure, 12-oz. jars, 2 doz...per doz.	1.65
National, 30-lb. pails	.09¾
Southwark, 30-lb. pails	.07
Jams—	
Schimmel's, pure, 10-oz. jars, 2 doz	1.45
Southwark, assorted, jars, 2 doz	.95
Orange Marmalade—	
Hartley's imported, 4 doz	2.10
Schimmel's, pure, 2 doz	1.60

Fruit Butters—	Per doz.
Apple, Southwark, 30 lbs...per pail	1.27½
" " full 5-lb. slip cover tins, ½ doz...per case	1.67½
" Schimmel's, 30-lb. pails...per lb.	.07
" " 3-lb. slip cover tins, 1 doz ...per doz.	2.75
" " 2½-lb. stone jars, cloth top, ½ doz...per doz.	3.00
" " 40-oz. stone crock, glass top, ½ doz...per doz	3.25
" Mother Cook's, No. 14, 2 doz....doz.	.85
Peach, 30-lb. pails...per lb.	.07½

—22—

DRUGS.

Family Medicines.

Guaranteed full U. S. strength.

	5c. sz.	10c. sz.	15c. sz.
Castor Oil	.....	.....	1.25
Sweet Oil	.40	.85	1.95
Spirits Nitre	.45	.85	1.95
Spirits Camphor	.....	.85	1.95
Spirits Painters' Commercial	.45	.85	1.95
Paregoric	.45	.85	1.95
Glycerin	.....	.90	2.00
Syrup Squills	.45	.85	1.95
Syrup Rhubarb	.45	.85	1.95
Syrup Ipecac	.45	.85	1.95
Turlington Balsam	.....	.75	1.95
Golden Tincture	.45	.85	1.95
Tincture Arnica	.45	.85	1.95
Balsam de Malta	.45	.85	1.95
Bateman Drops	.45	.85	1.95
Godfrey's Cordial	.45	.85	1.95
Turpentine	.45	.85	1.95

5 per cent. discount in gross lots assorted.

Alum	per lb.	.15
Butter Color, W. & R	per doz.	2.00
Bluestone, bulk	per lb.	.28
Copperas	"	.04
Camphor, gum, 1-oz. blocks	"	.70
" flakes, 250-lb. bbls	"	.18
" " less quantity	"	.19
" Tar Balls, 250-lb. bbls	"	.17
" " less quantity	"	.18
Castoria, Fletcher's	per doz.	2.80
" Pitcher's	"	.80
Carbonate of Ammonia	per lb.	.15
Epsom Salts, bbls	"	.04½
Glauber Salts	"	.02½
Glue, ordinary	"	11
" white	"	.20
Gum Arabic	"	.50
Haarlem Oil	per doz.	.40
Husband's Magnesia	"	2.90
Jamaica Ginger, Hires', flasks	"	.90
Licorice, P. & S., 5c. stick, imported.	"	.36
" M. & R., 5-lb. boxes	per lb.	.23
" " lozenges, 5-lb. boxes	"	.27
" 4s, 6s, 8s, 12s, 16s, 5-lb. boxes	"	.24
" root	"	.12
Putty, 25-lb. cans	per 100 lbs.	1.57½
" 50-lb. cans	"	1.47½
Petroleum Jelly, screw top, 5c. size	per doz.	.35
" " 10c. size	"	.75
Paris Green, 100-lb. kegs	per lb.	.35½
" ¼-lb. pkgs., 50 lbs	"	.40
" ½-lb. pkgs., 50 lbs	"	.39
" 1-lb. pkgs., 50 lbs	"	.38
Rosin	"	.04½
Roach Powder, BB, 4-oz. cans		2.00
" " 10c. size	per doz.	.80
Roachsault, 10c. size	"	.80
Saltpetre, crystal, about 350-lb. bbls	per lb.	.38
" granulated, about 100-lb. kegs	"	.38
Sulphur, flour, 175-lb. bbls	per 100 lbs.	2.60
" 100-lb. bags	per lb.	.02¼
" less quantity	"	.03
Venetian Red	"	.02
Whiting	"	.02

Goff's—	Per doz.
Cough Syrup, 25c. size	2.00
Herb Bitters, 25c. size	2.00
Oil Liniment, 25c. size	2.00
Kidney Pills, 50c. size	4.00
Worm Syrup, 25c size	2.00
Herb Pills, 10c. size	.80
Iron Glue, McCormick & Co.—	
No. 5	.45
No. 10	.85
Tube V	.85
McCormick & Co., Bee Brand—	
Insect Powder, 25c. size	2.00
" BB, 10c. size	.85
Root Beer	.85
Talcum Powder	1.50
Triangular Quiniue	2.00
Quinine Capsules	1.50

Druggists' Sundries.

Acid Phosphate, Horsford's, 8 oz...per doz.	4.00
Bath Brick, 25 in box...per box	.60
Sealing Wax	.03
Silver Sand...per bbl.	1.20
Tar, pts...per doz.	.....
" qts	.....
" gals...each	.....
" ½ bbls	.....
" bbls	.....
McCormick & Co—	
Jockey Animal Food, 3 doz. 1-lb. pkgs. and premiums...per case	4.50
U. S. Nerve and Bone Liniment, 25c. size	2.25
McCord's Magic Medicine, 25c. size	2.00
" " 50c. size	4.00
McCormick's Tasteless Chill Tonic, 25c. size	2.00
" " 50c. size	4.00
Reliable Brand Headache Powders, 10c. size	.80
Borax, 20-Mule Team—	
48 1-lb. cartons	4.80
72 10-oz. cartons	4.80
96 ¼-lb. cartons	3.20

Borax.

	Per lb.
Powdered, bulk	.11
Lump, bulk	.10
20 Mule Team, powdered, ¼-lb. pkgs., 24 lbs	2.80
5-lb. pkgs., 60 lbs	.07⅝

Extracts and Essences.

McCormick & Co. Bee Brand—	Per doz.
Vanilla, No. 2 size	.90
" No. 4 size	2.25
Rose, No. 2 size	1.25
" No. 4 size	2.75
Pistachio, No. 2 size	.90
" No. 4 size	2.25
Almond, Apple, Apricot, Peach, Pear, Pineapple, Raspberry, Strawberry...No. 2 size	.90
No. 4 size	2.25
Lemon, No. 2 size	.90
" No. 4 size	2.00
Orange, No. 2 size	.90
" No. 4 size	2.00

—23—

Crescent Manufacturing Co., Seattle	Per doz.
Mapleine Flavoring, ½ oz	.90
" 1 oz	1.75
" 2 oz	3.00
" 4 oz	5.25
" 8 oz	9.00
" pints	16.50
" quarts	30.00
" ½ gallons...each	5.00
" gallons...each	9.50

Sauer's Flovoring Extracts—	
No. 2, Lemon	.90
No. 2, Vanilla	.90
No. 2, Rose	1.20
No. 2, assorted	.90
No. 3, Lemon	1.25
No. 3, Vanilla	1.50
No. 4, Vanilla	2.25
No. 4, Lemon	2.00
No. 2, assorted cases...per gross	10.80
Nos. 2 and 4, assorted cases "	11.80

	Pts.	Qts.	½ Gal.	Gal.
F. F. V. Vanilla	2.00	3.75	7.25	14.00
XXX	1.75	3.25	6.25	12.00
XX	1.50	2.75	5.25	10.00
X	1.00	2.00	4.00	8.00
Lemon	1.00	2.00	3.50	6.75
Ginger, Clove, Peppermint, Cinnamon	1.00	1.60	3.00	6.00
Almond, Orange, Nutmeg, Mace	1.25	2.25	4.00	7.50
Violet, Rose	1.50	2.75	5.25	10.00
Raspberry, Pineapple, Strawberry, Banana	1.25	2.25	4.00	7.50

Liquid Rennet and Tablets.

	Per doz.
Shinn & Kirk's Liquid Rennet	1.50
Hansen's Junket Tablets, 3 or 1½ doz	.80

CIDER.

Duffy's, bbls. about 45-50 gals	per gal.	.....
" ½ bbls., 28 gals	per ½ bbl.	.....
" kegs, 14 gals	per keg	.....

CHEWING GUM.

Adams', counter jars, 100 5c. pkgs	2.75
" boxes, 20 pkgs	.60
Gee Whiz, 100 pkgs	.60
Fleer's Chiclets, 3 lbs. bulk	1.23
Spearmint, 20 pkgs., 100 pcs	.60
Doublemint, 20 5c. pkgs	.60

MINT TABLETS.

Certified Products Co.—		
Peppermint "Smiles,"	display cartons, 18 5c. pkgs	.50
" "	half case, 6 cartons	2 85
" "	full case, 12 cartons	5.50

RICE.

B. Fischer & Co's Package Rice—	
Hotel Astor, finest, uncoated, white, whole head rice, 1 and 2½-lb. dustproof cartons	.06
Queen Quality, whole head, 1 and 3-lb. cartons, 120-lb. cases, 2-case lots or more	.05¾
Seaboard Rice Milling Co.—	
Comet Unkoted, 1 and 2½-lb. cartons, sterilized	6.75
Comet, natural brown, 1-lb. cartons, sterilized	6.75
Comet Cereal, 1-lb. cartons, sterilized	6.75
Sola Japan Unkoted	6.00
D. S. & H. Craig, Inc.—	
Imperator, finest, uncoated, white, whole bead rice, 1-lb. dust proof cartons	.06½

SALT.

Worcester—		
Barrels, contain 280 lbs		2.65
" 60 5-lb. bags		4.00
" 22 14-lb. bags		3.75
" 30 10-lb. bags		3.75
" 115 2½-lb. bags		4.00
Irish Linen, 250-lb. bags		2.60
" 56-lb. bags		.65
" 28-lb. bags		.35
Quick Freezing Ice Cream Salt, 50 6s to the bbl., 10c. size bags list		3.00
Pretzel, 280-lb. bbls.		2.50
" 180-lb. sacks		1.55
Packing, 70-lb. cotton bags		.45
" 140-lb. cotton bags		.80
New Ivory, 24 large cartons to case		1.60

Less than 5 barrels, the list net; 5 to 9 barrels, 5 per cent. discount; 10 barrels or more, 7½ per cent. discount may be allowed.

SALAD DRESSING.

	Per case
Durkee's, large, 1 doz	.....
" small, 2 doz. ½ pints	2.40
Schimmel's, small 2 doz...per doz.	.90
My Wife's, large, 1 doz	1.50
" small, 2 doz	.90

SAL SODA.

Barrels, 400 lbs	per 100	1.35
Kegs, 150 lbs	per 100	1.45
Granulated, 60-lb. boxes	per box	1.10
" Crystal Brand, 24 2½-lb. pkgs.	per case	1.15

—24—

SAUCES.

Lea & Perrins'—	Per doz.
Worcestershire, medium	4.60
" small	2.55
Worcester, Campbell's, No. 8, 2 doz	.90
North of England, No. 8, 2 doz	.82½

SODA—BI-CARB.

	Per lb.
Babbitt's, ¼s, 25 lbs	.05½
Arm and Hammer, 1-lb. pkgs., 36 lbs	.05
" ½-lb. pkgs., 36 lbs	.05½
" ¼-lb. pkgs., 36 lbs	.06
" ½ and ¼-lb. pkgs., 36 lbs	.05½
" 1, ½ and ¼-lb. pkgs., 36 lbs.	.05¼
Dwight's, 1-lb. pkgs., 36 lbs	.04⅞
" ½-lb. pkgs., 36 lbs	.05⅛
" ¼ and ½-lb. pkgs., 36 lbs	.05¼
" 1, ½ and ¼-lb. pkgs., 36 lbs	.05⅛
112-lb. kegs	.02¾
Bi-Carb, bulk	.03½

SOFT DRINKS.

Clicquot Club Co.—	Per case
Ginger Ale, Sarsaparilla, Birch Beer, Blood Orange, Lemon Soda, Root Beer. ...2 doz.	2.10
Charles E. Hires Company—	
Hires Household Extract, for making root-beer at home, 1 doz	1.60
Hires Carbonated, pints, 2 doz	2.00
" Ginger Champanale, 50 pints	8.00
Welch's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
4 oz., 6 doz	4.50
Half-gals., 8 bottles	4.50
2½ per cent. discount on five-case lots.	
5 per cent. discount on ten-case lots.	
Schuhle's Grape Juice—	
Quarts, 1 doz	4.00
Pints, 2 doz	4.50
Half-pints, 3 doz	4.50
5 per cent. discount on 5 case lots.	

PLUM PUDDING.

The Franco-American Food Co.—	Per doz.
Individual	.90
1 lb	3.00
2 lb	5.00
3 lb	7.25
Richardson & Robins'—	
Round conical, with key, No. 1, 1 doz	2.25
" " No. 2, 1 doz	4.25
Atmore's Philadelphia, seedless—	
Individual, 2 doz	1.90
Cans, No. 1, 1 doz	2.40
" No. 2, 1 doz	4.40
" No. 3, ½ doz	3.45
" No. 4, ½ doz	4.55

FLOOR POLISH.

O-Cedar—	Per doz.
4 oz., 1 doz	3 00
12 oz., 1 doz	6.00
Quarts, 1 doz	12.00
Half gallon, 1 doz	18 00
Gallon, ½ doz	30.00
Discount to dealer 33⅓ per cent.	

CLEANSERS AND POLISHING COMPOUNDS.

Young's Pearl Cleanser, 40 16-oz.	per box	2.75
Kleenatub	¼ gross	2.50
Electro Silicon, 1 doz	per doz.	.80
Putz Liquid, large, 3 doz	"	1.50
" small	"	.75
Putz Paste, large	"	.65
Old Dutch Cleanser, 4 doz	per case	3.40
" " 5-case lots	"	3.30
Babbitt's Cleanser, 5c. size	100 cans	3.85
" 5c. size	50 cans	1.95
Kosher Cleanser, B. T. Babbitt, 5c. size, 50 cartons		1.75
Spic and Span, Babbitt, Liquid Metal Polish, ½-pt. cans, 3 doz		2.50
Imperial Cleanser, 6 doz	per doz.	.45
Sunbright Cleanser, Swift, 50s		1.85
Red Seal Cleanser, 4 doz		1.80
Bon Ami Powder, 3 doz		2.50
Novelty Cleanser, Day & Frick, 40 1-lb. cans		1.60

Oroua Soap and Cleanser—	Per doz.
No. 1, 10c. size	.85
No. 2, 15c. size	1 20
No. 4, $1 size	8.40
No. 5, $2 size	16.80
Orono Aluminshine—	
No. 1, 10c. size	.85
No. 2, 25c. size	2 00

SCOURING SOAPS.

	Per
Snow Maid Scourer, 60 cans	2.40
Young's, 16 oz., 48s	1.80
Brooks' Crystal, 100s	3.80
Day's Flint Polish, Day & Frick, 36s	1.50
Mineral, Wrigley, 100s	3.50
Sapolio, E. Morgan, 36s...per gross	9.50
Bon Ami, 36 10c. cakes	2.50
Sta-Brite, 72 cakes	3.00
Queen Anne Scourer, Lautz, 30 cans	1.80
" " " 60 cans	3.60

—25—

LAUNDRY SOAPS.

Brand and Manufacturer.	Description. Bars.	Lbs.	Less than 5 boxes.
Young's Pearl Borax Soap Chips..	40	16-oz.	3.20
Acorn	120	...	2.50
Acme, Lautz	100	...	3.75
Ark, Fairbank's, yellow laundry...	100	...	2.65
Babbitt's White Floating	100	...	3.85
" Naptha	100	...	3.90
" N. Y. C	60	...	3.40
Best, B. T. Babbitt	100	75	3.90
Borax, Pearl, Young & Co.	40	40	3.20
" Naptha, Eavenson	100	br.l.	5.00
" Dreydoppel	40	40	3.20
" Novelty, Day & Frick	40	40	2.90
" Red Seal, Tomson	100	..	4.00
Big Master, Lautz	100	...	3.90
Circus, Lautz	100	...	3.75
Clairette Fairbank's, yel. laundry	100	5ct.	3.40
Climax	100	...	3.15
Cream Borax, Lautz	100	...	4.00
Coal Oil Johnny	100	...	3.85
Dandy, Fairbank's, yel. laundry...	100	...	2.65
Fairy, Fairbank's	100	5ct.	4.00
" "	100	10ct.	6.75
Fels-Naptha, Fels & Co	100	75	4.00
5-case lots			3.95
Gloss, Lautz	100	...	3.75
Ivory, P. & G	100	10 oz.	7.00
" "	100	6 oz.	4.00
Jewel, Fairbank's, yel. laundry	100	...	2.65
Lautz Naphtha, 10 cartons	100	...	3.90
" Master	100	...	3.75
Lenox, P. & G	100	...	3.05
Lotus, white, Lautz	100	ldry.	5.20
" "	100	5ct.	3.90
Mascot, Fairbank's, yel. laundry	100	...	2.65
Marseilles, Lautz	100	5ct.	4.00
" " laundry size	100	...	6.00
Miller's, C. Miller & Co	100	...	4.00
Miners', Lautz	100	...	3.05
Mystic White Borax, Lautz	100	...	4.00
Noxal, Penna. Soap Co	100	7 oz.	1.55
New Process, Lautz	25	...	3.80
" "	30	...	3.80
Oak Leaf, Lautz	100	...	3.40
Oleine, Oxide, P. & G	72	60	3.05
" Eavenson's	84	60	3 60
" Penna., Miller	60	50	1.95
" Phila., Lautz	.....	...	3.15
" Conway	60	60	2.97½
" Kirk's	84	...	2.75
" Penna., Miller	72	...	2.20
" C. & C., Globe Soap Co.	60	5ct.	2.40
" Golden	60	...	2.15
Polo, P. & G	120	...	2.40
Pound Bleacher, Day & Frick	60	...	2.65
P. & G. Naphtha	100	...	3.90
Railroad, Lautz	120	...	2.50
Red Seal Borax Soap	100	...	4.00
Queen Anne, Lautz	100	...	3.40
Queen White, Lautz	100	...	3.90
Santa Claus, Fairbank's, yel. ldy..	100	5ct.	3.40
Saratoga	120	...	2.50
Star, P. & G	80	...	3.20
Sunny Monday, Fairbanks	100	...	4.00
Velvet, P. & G	100	...	3.90
White Flake, Kirk's	100	...	3.75
White Fleece, Lautz, laundry size.	50	...	2.50
" " 5c. size	100	...	3.25
Wool Soap Flakes, boraxated, 50 10c. size			3.75
" " " 20 25c. size			3.75
Swift & Co.—			
Arrow Borax, 100 bars			4.05
Classic White Laundry, 100 bars			3.85
Naphtha, 100 bars			3.85
Old Mill, 100 bars			2.70
Pride, 100 bars			3.15
Wool, 100 5c. bars			3.85
" 100 10c. bars			6.50

Five-box lots and over delivered freight prepaid to customer's nearest railroad station.

Toilet Soaps.

Lifebuoy, Lever Bros. Co., 50 bars	2.05
" " 100 bars	3.90
Cygnet, floating, Young & Co., 6½ oz., 50 cakes, per box	2.00
A-1 Floating Castile, Lautz, 100 pkgs., 2 cakes to pkg	6.50
Castile Conti, white, per bar	.75
Add 5 cts. per lb. for castile cut in cakes.	
Elder Flower, 5½-oz. cakes, 1 doz box...gross	4.50
Fairy, Fairbank's, 100 cakes	4.00
" " 100 10c.	6.75
Glycerine Tar, Fairbank's, 100 5c	3.75
" " 50 5c.	1.95
Hand Sapolio, 36s, per box	2.25
Marseilles, white, Lautz, 100 pkgs....200 cakes	4.00
" " " 50 pkgs....100 cakes	2.10
Miller's, 50 cakes	1.75
Pummo, Fairbank's, 100 5c.	3.75
" " 50 5c.	1.95
Pumiss, Jergens', 100 cakes, per box	3.85
" Haskin's, 36s	1.45
Witch Hazel, 3 cakes, per gross	3.50
Swift & Co.—	
Vulcan Pumice, 100s	3.50
" 50s	1.80
Raven Tar, 100s	3.50
" 50s	1.80
Queen Regent, 100s	3.50
" 50s	1.80
Witch Hazel, 100s	3.50
" 50s	1.80
Jergens' Violet Glycerine, per doz.	.75

Soap Powder.

	Per case
Young's Pearl Borax Powder, 60 16-oz.	3.60
Gold Dust, Fairbank's	4.30
" " 100 5c.	3.85
Oak Leaf, Lautz, 24s	3.75
" " 100s, 5c. size	3.75
Soapine, No. 3, 100 12-oz.	4.00
Pearline, 36 10c. pkgs	2.85
" 100 5c. pkgs	3.75
Red Star, Gowan's, Lautz, 24s	3.75
" " " 100s, 5c. size	3.75
Queen Anne, Lautz, 60 5c. pkgs	2.40
" " 24 pkgs	3.75
Lautz Naphtha Soap Powder, 60 pkgs	2.40
" " 100 pkgs	3.75
Kirk Line, Kirk's, 24 4s	3.80

—26—

Snow Boy, Lautz, 60 5c. size	2.40
" " 48 10c. size	3.75
" " 100 5c. size	3.75
" " 24 family size	3.20
" " 20 laundry size, 6 teaspoons in each pkg	4.00
Grandma, 100s	3.65
Polly Prim, Scouring, Fairbank's, 60 10c.	4.20
Star Naptha, 100 5s	3.75
Miller's Powerine, 100	3.60
Swift & Co.—	
Pride Washing Powder, 24s, large size	3.70
" " 100s, 5c. size	3.85
Fairbank's Scouring, 100 5c.	3.00
Novelty Borax, 40 1-lb. pkgs	2.40
B. T. Babbitt's 1776, 50 16-oz. pkgs	1.90
" " 100 16-oz. pkgs	3.75
" " 24 4-lb. pkgs	3.75
Tomson's Red Seal Soap Powder, 50 pkgs.	2.00
Naptha-Borax, 100 blue pkgs, 1 to 5 boxes	5.00
Fels' Soap Powder, 60 pkgs.—	Per box
Less than 5 boxes	2.30
5 boxes or more	2.25
10 "	2.20
25 "	2.15

Fels' Soap Powder can be included with drop-shipments of Fels-Naptha Soap

Laundry Crystals.

Chase-O, ⅙ gross, per gross	5.00

MUSTARD—Prepared.

	Per doz.
Stohrer's, 5c. tumblers, 4 doz	.45
Milk Jar, glass top, 2 doz	.90
Gulden, 2 doz., No. 6	.90
Cruikshank, hexagon	.90

SPICES.

B. Fischer's Finest Spices—
Black, White and Red Pepper, Mustard, Allspice, Cinnamon, Cloves, Nutmeg, Ginger, Sage, Thyme, Poultry Dressing, 10c. tins, 4 doz. .80

McCormick & Co., Ground—	50 lb. Per lb.	6, 10, 25 lb. Per lb.
Allspice	.10¾	.12
Cinnamon	.18	.19
"	.22	.23
" Col. Cinnabar	.....	.21
" Saigon	.....	.71
Cloves	.27	.28
Cream Tartar	.....	.48
Ginger, African	.14	.15
" Cochin	.16	.17
Mace	.....	.80
Nutmegs, ground	.....	.30
Pepper, Singapore	.21	.22
" Butchers'	.21	.22
" Red	.20	.21
" White	.25	.26
Tumeric	.15	.16

Whole—	Per lb.
Allspice (Pimento), original bags	.05½
" less quantity	.06
Cinnamon, Canton, fancy	.17
" Java, thin quill, about 5-lb. rolls	.30
" Saigon	.75
" Mandalay, stick, 48 5c. cartons	.38
Cloves, choicest Zanzibar, bags	.21
" " less quantity	.23
Green Ginger Root	.15
Mace, choicest Penang	.75
Nutmegs, medium	.32
" large	.43
Pepper, black, original bags	.18¾
" less quantity	.19¾
Pickling—	
Mixed, 6 or 10-lb. boxes	.14
Mayflower, isinglass front, 10c., 2 doz	.70
" " 5c., 4 doz	.38
Colburn's Ketchup Spice, 10c. tins, 2 doz.	.82½

CORN STARCH.

	Per lb.
Kingsford's, 48 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Best, 24 1-lb. pkgs	.04
" 48 1s	.04
Duryea's, 40 1-lb. pkgs	.07¼
" 20 1-lb. pkgs	.07½
Niagara, 48 1-lb. pkgs	.05¼
" 24 1-lb. pkgs	.05⅜
Cream, 48 1-lb. pkgs, per case	3.60
Argo, 24 5c. pkgs, per container	.92
Buffalo Powdered, bbls	.03

LAUNDRY STARCH.

Argo, gloss, 24 5c. pkgs	.92
" " 12 3-lb. cartons	.03
" " 8 5-lb. cartons	.03½
Kingsford's, Pure, 3-lb. cartons	.06¾
" Silver Gloss, 40 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
Duryea's, Superior, 3-lb. cartons	.06¾
" Satin Gloss, 1-lb. pkgs	.07½
" " 12 6-lb. boxes	.08¼
" Superior B, bulk, 40 lbs	.04½
Best Gloss, bulk, 50 lbs	.04
Niagara, Laundry, 50 lbs., bulk	.04
" 48 1-lb. pkgs	.05¼
" 16 3-lb. cartons	.05¼
" 6-lb. boxes	.06¼
Celluloid, 64 10c. pkgs	5.00
" 64 5c. pkgs	2.50
Elastic, 64 10c. pkgs	4 80
" 64 5c. pkgs	2.40

STOVE POLISH.

	Per gross
Enameline Paste, small, ¼ gross	5.00
" " large, ¼ gross	9.00
" Liquid, large, ¼ gross	7.50

—27—

Mason's Challenge Paste, boxes, ¼ gross	5.00
Electric Paste, ½-gross boxes	4.50
Rising Sun, per gross	8.00
Sun Paste, 5c. size	5.00
" 10c. size	9.00
X-Ray Stove Polish—	Per gross
Small	5.00
Large	9.00
½ doz. free in each ¼ gross box	
Vulcanol—	Per gross
5c. size	5.00
10c. size	9.00

SUNDRIES.

Bird Food—		
Rosenstein, 24 lbs	per lb.	.06⅞
Weikel's, 24 pkgs	per doz.	.90
Bird Gravel—		
Red, 36 pkgs	per doz.	.95
Silver, 36 pkgs	"	.95
Bath Brick, 24 bricks	per box	1.00
Toothpicks, Eureka, 100 boxes	per case	1.80
" Saginaw, 3 doz	per doz.	1.38
David's Liquid Glue	"	.90
" Mucilage	"	.75
" Cone General Mucilage, 2 oz., 1 doz	"	.40
Le Page's Glue, bottle	"	.75
" tube	"	.75
Royal Glue, 3 doz	"	.80

Steel Carpet Tacks—	Per doz.
8 oz., 100 count	.16
10 oz., "	.16
12 oz., "	.15
Wooden keg, ½-gross case, assorted, 6, 8, 10s, per case	1.05

Matting Tacks—	Per doz.
No. 11, blued	.12
No. 12, "	17

Fly Paper—	
Sticky, 10 cartons	2.35
Tanglefoot, 10 cartons	2.80
Fly Ribbon, Tanglefoot, 2 doz., per doz.	.20
Poison, 1 doz. sheets	.20
I-X-L Poison, 50 envelopes	.60
Wire Fly Swatters, leather bound, per gross	3.85
Wax, white and yellow, per lb.	.25

ROPE, TIE YARN, ETC.

Clothes Lines—	Per doz.
Cotton, 50 feet	.95
" 60 feet	1.25
" 75 feet	1.45
" 90 feet	1.80
" 100 feet	1.95
Coils or spools, ¼ inch, per lb.	.15
Jute—	Per lb.
Reels	.10½
Tie Yarn—	Per lb.
5-lb. balls	.24
Cones	.23½

SYRUP AND MOLASSES.

All Molasses in ½ bbls. 3c. per gal. additional

Porto Rico—	
Fancy, A. & Co	.40
Choice	.28
Special	.22
New Crop New Orleans—	
Apollo	.48
Bertha	.44
Cora	.40
River Front	.36
Mixed New Orleans—	
Fancy, No. 29	.30
Extra choice, No. 3	.26

Glucose.

Best, for confectionery, per cwt.	2.70

HONEY.

	Per doz.
Selser's, small bottles, 2 doz	.95
" medium bottles, 2 doz	1.35
Choice Victoria, large bottles, 2 doz	2.15
" medium bottles, 2 doz	1.40
" small bottles, 2 doz	.90
Airline, No. 10, 10c. tumblers, 2 doz.	.90
" No. 15, 15c. jar, 2 doz.	1.35
" No. 25, 25c. jar, 2 doz.	2.25
" No. 50, 50c. jar	4 50

REFINED MOLASSES AND SYRUPS.

Jockey Club, Mason quart jars—	Per doz.
4 doz. in bbl	.95
1 doz. in case	.95
Lyle's, imported, No. 2 cans, 2 doz.	2.40
Banner, in jars, compound	.92½
Family Corn and Cane—	Per case
No. 2, 2 doz	1.85
No. 2½, 2 doz	2.40
Karo—	
Cane flavor, 24 2 lb.	2.00
" 12 5 lb.	2.35
" 6 10 lb.	2.25
Crystal white, 48 1½ lb.	3.70
" 24 1½ lb.	1.95
" 24 2 lb.	2.35
" 24 2½ lb.	2.75
" 12 5 lb.	2.70
" 6 10 lb.	2.60
Duff's—	
No 2½, screw cap, 2 doz	1.90
10c. size, 4 doz	.94

Nuorlyn—	Per doz.
No. 2, 2 doz	1.10
No. 2½, 2 doz	1.62
Perfection—	
No. 2, 2 doz	1.03
No. 2½, 2 doz	1.37
Stromeyer's—	
Penn Mar Table Syrup, 1s	1.15
" " 2s	2.00
" " cups	1.25
Turkey, No. 2, 2 doz	.85

—28—

MAPLE SYRUP.

Old Colony, large, 1 doz	2.35
" medium, 2 doz	1.45
Golden Tree, large, 1 doz	2.40
" medium, 2 doz	1.45

WOOD AND WILLOW WARE.

Brooms.

No.	Per doz
6, R. P., fancy	3.25
7, "	3.55
6, Household	3.00
7, "	3.35
6, Monogram	3.55
7, "	3.90
Daisy	2.75

Washboards.

Single Zinc—	Per doz.
No. 100, Northern Queen, Protector	.....
No. 101, Tidal Wave	.....
No. 123, Seal Globe	.....
No. 126, Ruby	.....
Double Zinc—	
No. 56, Red Cross Swing, Protector	.....
No. 80, Double Seal Globe, Protector	.....
No. 85, Double Stag, Wide Head	.....
No. 687, Double Leader Swing, Protector	.....

Buckets.

	Per doz.
Painted, 2 hoops, flat	1.70
" 3 hoops, flat	1.80
Galvanized, 10 qt	.....
" 12 qt	.....
Indurated Fibre	.....

Butter Dishes.

Wire ends, 1 lb., per 1000	1.30
" 2 lb. "	1.55

Clothes Pins.

5 gross, per box	.65

Mops.

O-Cedar—	Per doz.
Polish Mop, large size	15.00
" smaller size	9.00
Triangle Mop, large size	15.00
" small size	9.00
Dusting Mop, black, large size	15.00
" " small size	9.00

Discount to dealer 33⅓ per cent.

BRUSHES.

Scrub Brushes.

No.	Per doz.
1, Extra fancy large grass	1.10
2, Marble	.95
3, Grass	.85
4, "	.88
5, "	.45
6, "	.95

Stove Brushes.

Wood Handles—	Per doz.
No. 34, fibre, strap handles	1.25

Shoe Brushes.

With Handles and Daubers—	Per doz.
No 0, All Mexican fibre	.95
No. 1, Prepared fibre	1.20
No. 7, All pure bristles and full	1.85
No. 16, All pure bristles, socket dauber, solid back	2.40

Wall Brushes.

	Per doz.
7-in. Tampico	.45
No. 8, Family	.95
No. 8, Hustler	.....
No. 8, A	1.75
No. 10, A	2.10

Dusting Brushes.

No.	Per doz.
7X, 10c. size	.95
8, Gray, patent fibre	1.55
18, All horse hair	1.90
21, " white tipped	2.25

TOBACCOS—PLUG.

	Per lb.
Jolly Tar, 5, 10, 15 and 25 lbs	.40
Newsboy	.40
Old Honesty	.46
Piper Heidsick	.71½
Spear Head	.44
Standard Navy	.34
Toddy	.39
Vinco	.39
Town Talk	.32

SMOKING TOBACCO.

	Per gross
Duke's Mixture	6.25
Greenback	6.00
Honest	6.45
Miners' Extra, 10c. size	11.00
Pipe Smoking, 5c. size	5.88

CUT PLUG TOBACCO.

Polar Bear, 5c. size, ⅓ gross	6.00
Sensation, ¼ gross	6.15
Wild Rose, ⅓ gross	6.15
Omega	6.15
Union Leader	6.00
Red Man, ¼ gross	6.15

YEAST CAKES.

Magic, 1½ doz pkgs, per box	.58
Yeast Foam, 1½ doz "	.58

The W. J. McCAHAN SUGAR REFINING CO.

President, W. J. McCAHAN — Treasurer, THOMAS C. McCAHAN

Secretary, W. J. McCAHAN, Jr. — Manager, JAMES M. McCAHAN

SUGARS

Cubes, Powdered, Granulated, Fine Granulated, Coarse Granulated, Confectioners' "A," Pearl "A," Extra C Yellows, Nos. 10, 11, 12, 13 and 14

REFINERY
Tasker Street Wharf
Piers Nos. 67, 68 and 69
DELAWARE RIVER

SUGAR HOUSE
Northwest Corner
Water and Morris Streets

OFFICES
Front and Chestnut Streets
PHILADELPHIA

COFFEE and TEA BINS
THAT PROVE THEIR "METAL"

¶ Picture your store fitted out with Tea Canisters and Coffee Bins like these. They are trade winners. Effective store decoration brings the people in—your sales force do the rest.

¶ When installing Coffee Bins, get the kind that will stand the racket—you'll never have to replace them. Our bins are constructed of the heaviest tin.

And for Over Fifty Years They Have Proven Their "METAL"

Write for catalogue showing variety of designs.

HENRY TROEMNER 911 ARCH STREET PHILADELPHIA, PA.

FELS' SOAP IS THE ONLY NAPTHA SOAP

1916 TANGLEFOOT
IMPORTANT CHANGES
Improved Size—Handy Sealed Package.
Retails 5 Double Sheets for 10 Cents.
Ask your Jobber or His Salesman for Particulars.

ARE you content to make 100 per cent. profit on an article that gives invariable satisfaction?

Shinn's Liquid Rennet is the article. Do you sell Rennet? Does it suit your trade, or do they complain of it and say it goes bad too quickly?

The great point where **Shinn's Liquid Rennet** defeats its competitors is in its cleanliness. It is made not in a factory, but in a laboratory. Its absolute cleanliness gives it a keeping quality that no other rennet has. We guarantee its keeping quality, in fact, which no other manufacturer does so far as we know.

And quick? You can tell your trade that **Shinn's Liquid Rennet** will make junket, curds and whey in two to five minutes.

The summer is the great Rennet season. Try on **Shinn's Liquid Rennet** this year.

100% Profit To You And Unbounded Satisfaction To Your Customer

Shinn & Kirk
1400 Spruce St.
Philadelphia

PURE LARD IS THE FINEST EVER MADE

Factory Branch
117 Cellowhill St.
Philadelphia

Moxley's SPECIAL Oleomargarine

Factory Branch
120-122 First Ave.
Pittsburgh

UNIVERSITY OF ILLINOIS-URBANA
3 0112 074663219